

*Formal Agenda
November 12, 2019
Referral*

**BUDGET,
FINANCE, AND
AUDIT STANDING
COMMITTEE**



**OFFICE OF CONTRACTING
AND PROCUREMENT**

November 7, 2019

HONORABLE CITY COUNCIL:

The Purchasing Division of the Finance Department recommends a Contract with the following firm(s) or person(s):

6000576 100% City Funding – AMEND 3 – To Provide Increase of Funds to Supply the City of Detroit with Office Supplies and Related Materials. – Contractor: Staples Business Advantage – Location: 18670 Coastal Highway, Rehoboth Beach, DE 19971 – Contract Period: Upon City Council Approval through June 30, 2021 – Contract Increase Amount: \$1,280,844.26. – Total Contract Amount: \$4,480,844.26. **CITYWIDE**

Respectfully submitted,

Boysie Jackson, Chief Procurement Officer
Office of Contracting and Procurement

BY COUNCIL MEMBER MCCALISTER

RESOLVED, that Contract No. 6000576 referred to in the foregoing communication dated November 7, 2019, be hereby and is approved.



CITY OF DETROIT
OFFICE OF THE CHIEF FINANCIAL OFFICER
OFFICE OF DEVELOPMENT AND GRANTS

COLEMAN A. YOUNG MUNICIPAL CENTER
2 WOODWARD AVENUE, SUITE 1026
DETROIT, MICHIGAN 48226
PHONE: 313 • 628-2158
FAX: 313 • 224 • 0542
WWW.DETROITMI.GOV

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October 15, 2019

The Honorable Detroit City Council
ATTN: City Clerk Office
200 Coleman A. Young Municipal Center
Detroit MI 48226

RE: Request to Accept and Appropriate the FY 2019 Financial Empowerment Center Implementation Grant

The Cities for Financial Empowerment Fund, Inc. (CFE Fund), has awarded the City of Detroit Mayor's Office Department of Neighborhoods with the FY 2019 Financial Empowerment Center Implementation Grant, for a total of \$141,000.00. The grantor share is \$141,000.00 of the approved amount. The Wayne County Treasurer's Office will directly receive up to \$334,000.00 under this agreement. The total grantor share, including the amount for Wayne County, is \$475,000.00. The grant period is April 26, 2019 through August 26, 2021.

Grant disbursements are contingent upon proof of committed match of \$150,000 in year 1 (beginning April 26, 2019), and \$200,000 in year 2 (beginning August 26, 2020). The year 1 committed match has been demonstrated to the grantor's satisfaction, and consists of:

- \$112,500 from JPMorgan Chase, for which CFE Fund is acting as fiduciary
- \$45,000 from Skillman Foundation, sub-awarded to the City by DESC (appropriation number 20660).

The objective of the grant is to implement the Financial Empowerment Center initiative with one-on-one financial counseling services to residents across the City of Detroit. The funding allotted to the department will be utilized to pay for the Financial Empowerment Center Manager's salary, marketing, travel, administration and operating expenses. This is a reimbursement grant.

If approval is granted to accept and appropriate this funding, the appropriation number is 20681.

I respectfully ask your approval to accept and appropriate funding in accordance with the attached resolution.

Sincerely,

Ryan Friedrichs
Director, Office of Development and Grants

CC:
Katerli Bounds, Deputy Director, Grants
Sajjiah Parker, Assistant Director, Grants

This request has been approved by the Law Department

This request has been approved by the Office of Budget

CITY CLERK 2019 NOV 6 PM 2:06

RESOLUTION

Council Member _____

WHEREAS, the Mayor's Office Department of Neighborhoods is requesting authorization to accept a grant from Cities for Financial Empowerment Fund, Inc. (CFE Fund), in the amount of \$141,000.00, to implement the Financial Empowerment Center initiative with one-on-one financial counseling services to residents across the City of Detroit; and

WHEREAS, year one funding in the amount of \$97,225.00 is secure; and

WHEREAS, year two funding in the amount of \$43,775.00, is contingent upon additional fundraising; and

WHEREAS, The Wayne County Treasurer's Office will also directly receive up to \$334,000.00 under this agreement; and

WHEREAS, this request has been approved by the Law Department; and

WHEREAS, this request has been approved by the Office of Budget; now

THEREFORE, BE IT RESOLVED that the Director or Head of the Department is authorized to execute the grant agreement on behalf of the City of Detroit, and

BE IT RESOLVED, that the Budget Director is authorized to establish Appropriation number 20681, in the amount of \$141,000.00, for the FY 2019 Financial Empowerment Center Implementation Grant; and

BE IT FURTHER RESOLVED, that the budget for appropriation 20681 will be set up for year one in the amount of \$97,225.00 until such time as the year two fundraising target has been met, on or before August 26, 2020.

**Detroit Financial Empowerment Center
Partnership Structure**

As the part of the Financial Empowerment Center (FEC) Initiative the City of Detroit will partner with the Wayne County Treasurer's Office, and Wayne Metropolitan Community Action Agency. This document is to memorialize each partner's responsibilities towards accomplishing the Scope of Work of the FEC.

Partners

City of Detroit, Department of Neighborhoods (Lead)

Wayne County Treasurer's Office

Wayne Metropolitan Community Action Agency (Financial Counseling Provider)

Partnership Responsibility Structure

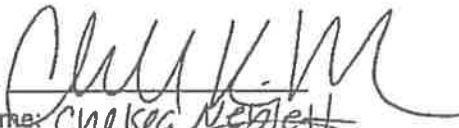
The City of Detroit, FEC Manager, will be the lead partner to supervise and monitor the implementation of all FEC initiatives in accordance with the model requirements and Scope of Work (Exhibit B and C) in the Implementation Grant Agreement.

The Wayne County Treasurer's Office will be responsible for contracting with the Wayne Metropolitan Community Action Agency, the Financial Counseling provider.

Wayne Metropolitan Community Action Agency, Nonprofit Manager, will recruit, hire and supervise the FEC counselors. Wayne Metro is responsible for all data collection and regular reporting to the local governments and the CFE Fund.

The City of Detroit will be the lead partner on data collection supervision and reporting, with assistance from the Wayne County Treasurer's Office and Wayne Metropolitan Community Action Agency

All partners will adhere to CFE Fund Marketing and communication guidelines.

By: 
Name: Chelsea Neblett
Title: City of Detroit, FEC Manager

By: 
Name: Carl F. Stafford
Title: Director of Special Projects
Wayne County Treasurer's Office

By: 
Name: Chief Programs Officer - CED
Title: Wayne Metropolitan Community Action Agency,



GRANT AGREEMENT

This Grant Agreement (the “Agreement”), dated as of April 26, 2019 (the “Effective Date”) is by and between the **Cities for Financial Empowerment Fund, Inc.** (the “CFE Fund”), a Delaware non-stock, non-profit corporation qualified as exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code of 1986, as amended (the “Code”), with its principal office located at 44 Wall Street, Suite 605, New York, NY 10005, the **City of Detroit** (the “City”), a Michigan municipal corporation acting through its Department of Neighborhoods, with office located at 2 Woodward Avenue, Suite 1126, Detroit, MI 48226, and the **Treasurer of the Charter County of Wayne, Michigan** (“Wayne County Treasurer”) with office located at 400 Monroe Street, 5th Floor, Detroit, Michigan 48226. The City of Detroit and the Wayne County Treasurer may be referred to herein individually by their respective offices or collectively as the “Grantees”.

WHEREAS, the CFE Fund works to support municipal engagement to improve the financial stability of low and moderate income households by embedding financial empowerment strategies into local government infrastructure (the “Purposes”).

WHEREAS, the CFE Fund has determined that the support of the Grantees in the work contemplated by this Agreement furthers the exempt purposes of the CFE Fund.

WHEREAS, the Grantees have agreed to use the **Financial Empowerment Center Implementation Grant** funds provided by this Agreement (the “Grant”) to support the Purposes by managing the implementation and operation of the activities set forth in Exhibit A (the “Request for Proposal & Grantees Proposal”), Exhibit B (the “Scope of Work”) and Exhibit C (the “Model”) (Exhibits A, B and C collectively, the “Program”).

WHEREAS, the Grantees and the CFE Fund have agreed that the City of Detroit will serve as the lead Grantee in accomplishing the Scope of Work.

WHEREAS, the Grantees have agreed to separately memorialize an agreement with each other to identify each party’s responsibilities towards accomplishing the Scope of Work. This agreement will identify the City of Detroit as the lead partner.

WHEREAS, the CFE Fund and the Grantees desire to enter into this Agreement to provide for the terms and conditions of the Grant and the Program.

NOW, THEREFORE, the CFE Fund and the Grantees agree as follows:

1. Grant.

The CFE Fund pledges and agrees to provide the Grantees a match Grant in the form of cash in the amount of \$277,725 (TWO HUNDRED SEVENTY SEVEN THOUSAND, SEVEN HUNDRED AND TWENTY FIVE DOLLARS) for the first fifteen (15) months based on written proof that the Grantees have met their \$150,000 fundraising obligation and demonstrated proof of the actual funding in hand or provided commitment letters demonstrating funds secured to the CFE Fund.

Provided the Grantees meet all programmatic and fundraising requirements detailed in this agreement, the Grantees may be eligible for a Year 2 Grant of up to \$197,275 (ONE HUNDRED NINETY-SEVEN THOUSAND, TWO HUNDRED AND SEVENTY-FIVE DOLLARS), upon the Grantees demonstrating their ability to secure at least \$200,000 in outside funding. Grantees will be expected to raise Year 2 funds by April 22, 2020.

2. Use of Grant.

The Grant is to be used only for the purposes outlined in the Program and in accordance with the specific allocations identified in the Grant budget included in Exhibit D (the "Grantees Budget"). The work detailed in the Request for Proposal should be executed in accordance with the Scope of Work. The Grantees must obtain the prior written consent of the CFE Fund before using the Grant for goods or services outside the Scope of Work; the failure to comply with this provision may constitute breach of this contract.

3. Term.

- (a) The period of this Grant (the "Term") will begin as of the Effective Date and end no later than August 26, 2021. This includes an estimated 4-month build phase and two years of FEC operations. Any funds not used by the end of the Grant Term toward the purposes of this Grant will be returned to the CFE Fund within thirty (30) days after the end of the Grant Term unless otherwise agreed upon by both parties in writing in advance.
- (b) This Agreement may be terminated at any time prior to its scheduled expiration as set forth above:
 - (i) By either the CFE Fund or the Grantees without cause by giving the other party sixty (60) days' prior written notice;
 - (ii) Immediately by a non-breaching party following a material breach of this Agreement by the other party and the expiration of a ten (10) day "cure" period after the non-breaching party shall have given notice to the breaching party of such breach; or;
 - (iii) Immediately by the CFE Fund when its objectives can no longer be advanced through the relationship set forth in this Agreement, without limitation, by the Grantees' administration of any Vendor Contract (as defined below).

- (c) If the Agreement is terminated by either party for any reason, CFE Fund will have no further obligation to make any payments to the Grantees, except for work already completed but not yet paid for prior to the termination; provided, that (i) such work is within the Scope of Work or (ii) if such work is beyond the Scope of Work, the prior written consent of the CFE Fund has previously been obtained.

4. Vendor(s)

- (a) The CFE Fund hereby appoints the Grantees as its exclusive agents with respect to any community-based 501(c)(3) organizations, governmental organizations, consultants, or other private entities (each a "Vendor") engaged by the Grantees to support the implementation of the Program. Each Vendor may rely upon the direction and instruction of the Grantees.
- (b) The Grantees shall administer all aspects of each contract entered into with any Vendor for purposes of this Agreement (the "Vendor Contracts"), including, without limitation, payment of Vendor(s)' invoices, managing and overseeing the performance of each Vendor under the Vendor Contracts and monitoring such Vendor's adherence to its duties, obligations and responsibilities thereunder, including appropriate insurance.
- (c) Notwithstanding the above, Grantees shall notify CFE Fund in a timely, written manner of any Vendors, other than Wayne Metropolitan Community Action Agency, engaged for the purposes of this Agreement.

5. Conditions of Disbursement of Grant.

- (a) Grantees shall be eligible to receive funds upon the fulfillment of the following conditions:
 - (i) Year 1 funds (beginning April 26, 2019):
 - a. Receipt by the CFE Fund of a countersigned copy of this Agreement, which includes Scope of Work and Grantees Budget, and commitment letter(s) for the \$150,000 or more raised by Grantees for Year 1.
 - (ii) Year 2 funds (beginning August 26, 2020):
 - a. Satisfactory contract deliverables as defined in the Scope of Work at the end of Year 1, submission of a Year 1 status report through the CFE Fund's grant interface, and proof of the actual funding in hand or commitment letter(s) for \$200,000 or more raised by Grantees for Year 2.
- (b) Disbursements of the Grant shall be subject to the fulfillment of the following conditions:
 - (i) Timely receipt of all Grantees reports as detailed in the Scope of Work.

- (ii) Satisfactory performance of this Agreement in accordance with the Scope of Work.
 - (iii) The Grantees covenant and agree that they shall take no action, omit to take any action, or engage in any activity that could impair or endanger, either directly or indirectly, the CFE Fund's exempt status under the Internal Revenue Code, or which could hinder the CFE Fund's ability to fulfill its charitable mission.
- (c) Grant Payout Schedule:
 - (i) Year 1 funds: Payment of the year one grant of 277,725, pending Grantees meeting requirements in 5(a)(i), will be made in the amount of \$97,225 disbursed to the City of Detroit and \$180,500 disbursed to the Wayne County Treasurer. Terms of payments for Year 1 funding:
 - a. 100% of funds to the City of Detroit (\$97,225) will be available for payment upon execution of this Agreement and submission to the CFE Fund of commitment letters for the funds identified in Section 5(a)(i) herein.
 - b. 100% of funds to the Wayne County Treasurer (\$180,500) will be available for payment upon execution of this Agreement and submission to the CFE Fund of commitment letters for the funds identified in Section 5(a)(ii) herein.
 - (ii) Year 2 funds: Payment of the Year 2 grant of \$197,275, pending Grantees meeting requirements in 5(a)(ii), will be made in the amount of \$43,775 disbursed to the City of Detroit, and \$153,500 disbursed to the Wayne County Treasurer. Terms of payments for Year 2 funding:
 - a. Initial 80% of funds to the City of Detroit (\$35,020) will be available at the start of Year 2 (August 26, 2020), upon proof of the actual funding in hand or written commitment letters demonstrating funds secured by the Grantees.
 - b. Initial 80% of funds to the Wayne County Treasurer (\$122,800) will be available at the start of Year 2 (August 26, 2020), upon proof of the actual funding in hand or written commitment letters demonstrating funds secured by the Grantees.
 - c. Final 20% of funds to the City of Detroit (\$8,755) will be available upon the satisfactory submission of final contract deliverables as defined in the Scope of Work.
 - d. Final 20% of funds to the Wayne County Treasurer (\$30,700) will be available upon the satisfactory submission of final contract deliverables as defined in the Scope of Work.

6. Payment of Grant.

Subject to the fulfillment of the conditions set forth in Section 5:

- (a) The CFE Fund may increase the Scope of Work and corresponding outcome requirements and make concomitant payment adjustments as funds become available to expand services. Any increase in the Scope of Work and subsequent outcome goals would be made in consultation with the Grantees and the Vendor(s).
- (b) Services provided by the Grantees to clients beyond the Grant Term shall not be within the Scope of Work under this Agreement and shall not be included in the Grant.
- (c) The CFE Fund can make payment to the City of Detroit in one of two ways. Please initial in ONE of the boxes to select the requested payment option:

City of Detroit:
Initial Here for
Electronic Payment and to
Authorize Employee

- i. For electronic payment: The CFE Fund will make an electronic payment to the City of Detroit through the CFE Fund's payment system, bill.com. The City of Detroit authorizes the below employee to create an account and enter the City of Detroit's appropriate bank routing and account number into bill.com. The City of Detroit will ensure that account information in bill.com is accurate throughout the life of the Grant.

- ii. For payment by check: The CFE Fund will issue a check to the City of Detroit at the address provided:

City of Detroit:
Initial Here for
Payment by Check

ROS

Ray Solomon, General Manager, Department of Neighborhoods
2 Woodward Ave. Suite 1126
Detroit, MI 48206
solomonr@detroitmi.gov
Checks made payable to: Treasurer, City of Detroit

- (d) The CFE Fund can make payment to the Wayne County Treasurer in one of two ways. Please initial in ONE of the boxes to select the requested payment option:

- i. For electronic payment: The CFE Fund will make an electronic payment to the Wayne County Treasurer through the CFE Fund's payment system, bill.com. The Wayne County Treasurer's Office authorizes the below employee to create an account and enter the Wayne County Treasurer's Office's appropriate bank routing and account number into bill.com. The Wayne County Treasurer will ensure that account information in bill.com is accurate throughout the life of the Grant.

Treasurer of the Charter County
of Wayne, Michigan:
Initial Here for
Electronic Payment and to
Authorize Employee

- ii. For payment by check: The CFE Fund will issue a check to the Treasurer of the Charter County of Wayne, Michigan at the address provided:

Treasurer of the Charter County
of Wayne, Michigan:
Initial Here for
Payment by Check

Treasurer of the Charter County of Wayne, Michigan
500 Monroe Street, 5th Floor
Detroit, MI 48226

- (d) The CFE Fund's ability to pay out this Grant is dependent on the timely receipt of Grant funding from institutional Grantors. In the event that the CFE Fund has not received sufficient or timely funding from these Grantors, the CFE Fund may elect to postpone, reduce, or eliminate this Grant prior to disbursement.

7. Covenants.

During the term of this Grant, the Grantees are expected to adhere to the terms and conditions below and outlined in the Exhibit B (the "Scope of Work") or as set forth in Exhibit A (the "Request for Proposal & Grantees Proposal"). Failure to adhere to these conditions will constitute result in the Grantees' obligation to return part or all of the Grant funds to the CFE Fund and the termination of any obligation of the CFE Fund to pay subsequent invoices submitted after such default. In such a case, the CFE Fund will determine in its reasonable discretion the percentage of any disbursed Grant funds that must be returned. Cessation or reclamation of Grant funding by the CFE Fund may also result in the Grantees' elimination from consideration for investment from the CFE Fund in any other form. In the event that the CFE Fund terminates the Grant as provided herein, the Grantees shall return Grant funds to the CFE Fund within the time period specified by the CFE Fund upon termination.

During the Grant Term and beyond as applicable, the Grantees under this Agreement agree to:

- (a) Coordinate the overall implementation of the Program.

The Grantees will oversee and direct the work of all partner organizations with respect to the Program, including its nonprofit, referral, integration and training partners and Vendor(s). In particular, the Grantees will monitor and manage any Vendor(s) to ensure proper implementation in conformance with the Scope of Work and will serve as the main point of contact with the Vendor. The Grantees and their Vendor(s), if any, will draft and sign an agreement that will memorialize this understanding and submit a timely, written copy of such subagreement to CFE Fund.

- (b) Adhere to the uses of the Grant detailed in the Request for Proposal.
 - (i) This Grant is made only for the purposes of implementing the Scope of Work pursuant to the Request for Proposal and this Agreement. Any Grant funds not expended or committed for these purposes within the Grant Term will be returned to the CFE Fund. Any prospective changes in the use of this Grant totaling over ten percent (10%) of any individual budget line must be submitted in writing to and approved in advance by the CFE Fund.
 - (ii) The Grantees will provide immediate written notification to the CFE Fund if significant changes or events occur during the Grant Term which could potentially impact the progress or outcome of the Grant, including, without limitation, changes in the Grantees' or any Vendor(s)' management personnel, loss of funding or other extenuating circumstances which could affect the Grantees Budget or any Vendor(s)' budget. The CFE Fund, in its sole and absolute discretion, will determine if requests for budget modifications are warranted.
- (c) To the extent that any Vendor is a tax-exempt entity, to confirm the tax-exempt status of such Vendor at the time of each payment, and ensure that that each such Vendor is maintaining all authorizations, filings, exemptions, insurance, etc. required of a Vendor to perform its duties within and outside this Agreement.

The Grantees also agree to provide immediately any correspondence from the Internal Revenue Service or other related agencies regarding the above.
- (d) Cooperate in the monitoring, evaluation, and reporting of work, as detailed in the Scope of Work and as set forth in Exhibit E ("Reporting").
- (e) Adhere to the CFE Fund financial compliance stipulations.
 - (i) The Grantees will maintain financial records to clearly account for the Grant funds from the CFE Fund and proper expenditures in furtherance of the Grant. The Grantees shall retain and maintain adequate records to substantiate such expenditures according to generally accepted accounting practices. The Grantees shall retain original substantiating documents related to the specific Grant expenditures and make these records available to the CFE Fund and Bloomberg Family Foundation ("Foundation") upon request.

- (ii) The CFE Fund reserves the right to audit the Grantees' financial and other records to ensure the proper utilization of its Grant funds. During, and at least three years following the end of the Grant Term, the Grantees must maintain records showing, separately from other accounts kept in its books and records, the receipt and expenditure of the CFE Fund Grant funds.
- (f) Adhere to the CFE Fund's marketing and communications guidelines.
 - (i) The Grantees agree to adhere to the marketing and communication guidelines of the CFE Fund as set forth in Exhibit B (as it may be amended, modified, supplemented or otherwise revised), and any Grant-relevant CFE Fund partners, including the Foundation, as provided by the CFE Fund and as applicable.
 - (ii) Execution of this Grant agreement provides the CFE Fund and its institutional investors the right to disseminate any products, outcomes, or other information related to the Grantees' efforts in any media of its choosing. Whenever feasible, the CFE Fund will share these materials with the Grantees prior to publication and give appropriate credit to the Grantees as the provider of this information. The Grantees and their Vendor(s), if any, will be expected to cooperate in any public education or outreach effort undertaken in connection with this Grant, which may include other CFE Fund programs.
- (g) Adhere to the following prohibitions on the use of the Grant.

Under no circumstances will the Grantees or any other organization receiving the CFE Fund's Grant funds use these funds directly or indirectly for the following purposes or activities:

- (i) Make a Grant to an individual for travel, study or other similar purpose, as described in section 4945(d)(3) of the Code.
- (ii) Promote or engage in violence, terrorism, bigotry, or the destruction of any state, nor will it make sub-Grants to any entity that engages in these activities.
- (iii) Influence legislation, especially for the benefit of the CFE Fund or any of its affiliates or funders, including by publishing or distributing any statements, or any campaign in support of or opposition to any pending legislation.
- (iv) Any other purposes outside what is stated in the Request for Proposal without express written permission from the CFE Fund.

8. Insurance.

(a) Agreement to Insure.

Unless determined inapplicable and/or unnecessary as evidenced in prior written approval obtained from the CFE Fund and the Grantees, the Grantees shall ensure that the Grantees and any Vendor shall not commence performing services under this Agreement unless and until all insurance required by this Section is in effect, and shall ensure continuous insurance coverage in the manner, form, and limits required by this Section throughout the term of the Agreement.

(b) Self Insurance.

In lieu of other requirements set forth in this Section, the Grantees and any Vendor may satisfy the insurance requirements of this Agreement through its self-insurance program. To be effective for purposes of this Agreement, any self-insurance program with regard to any insurance required under this Section must be certified by the form provided in Exhibit J and approved in writing by the CFE Fund. Any such self-insurance program shall provide the CFE Fund and the Grantees with all rights that would be provided by traditional insurance required under this Section, including but not limited to the defense obligations that insurers are required to undertake in liability policies

(c) Commercial General Liability Insurance.

- (i) The Grantees shall ensure that the Grantees and any Vendor shall maintain Commercial General Liability Insurance covering themselves as the named insured and the CFE Fund and the Grantees (as applicable) as additional insureds in the amount of at least One Million Dollars (\$1,000,000) per occurrence. Such insurance shall protect the CFE Fund, the Grantees and the Vendor from claims for property damage and/or bodily injury, including death that may arise from any of the operations under this Agreement. The Commercial General Liability Insurance should also provide the CFE Fund, the Grantees and the Vendor with coverage against abuse or molestation claims that may arise from any of the operations under this Agreement. Coverage under this insurance shall be at least as broad as that provided by the most recently issued Insurance Services Office ("ISO") Form CG 0001 and must be "occurrence" based rather than "claims-made."
- (ii) Such Commercial General Liability Insurance shall name the CFE Fund, together with their officials and employees, as additional insureds with coverage at least as broad as the most recently issued ISO Form CG 20 10.
- (iii) The Grantees shall ensure that any sub-Vendor, to the extent applicable, adds the CFE Fund and the Grantees (as applicable), together with their officials and employees, as additional insureds under all Commercial General Liability Insurance policies obtained by a sub-Vendor covering work performed by such

sub-Vendor under this Agreement with coverage at least as broad as the most recently issued ISO Form CG 20 26.

(d) Professional Liability Insurance.

- (i) The Grantees shall ensure that if the Grantees and any Vendor provides professional services pursuant to this Agreement for which professional liability insurance is reasonably commercially available, the Grantees and any Vendor shall maintain and submit evidence of Professional Liability Insurance appropriate to the type(s) of such services to be provided under this Agreement in the amount of at least One Million Dollars (\$1,000,000) per claim. The policy or policies shall include an endorsement to cover the liability assumed by the Grantees and any Vendor under this Agreement arising out of the negligent performance of professional services or caused by an error, omission or negligent act of the Grantees and any Vendor or anyone employed by the Grantees and any Vendor.
- (ii) The Grantees shall ensure that all sub-Vendors of any Vendor providing professional services under this Agreement for which Professional Liability Insurance is reasonably commercially available shall also maintain such insurance in the amount of at least One Million Dollars (\$1,000,000) per claim, and the Vendor shall provide to the Grantees, at the time of the request for sub-Vendor approval, evidence of such Professional Liability Insurance on forms acceptable to the CFE Fund and the Grantees.
- (iii) Claims-made policies will be accepted for Professional Liability Insurance. All such policies shall have an extended reporting period option or automatic coverage of not less than two (2) years. If available as an option, the Grantees shall ensure that the Grantees and any Vendor shall purchase extended reporting period coverage effective on cancellation or termination of such insurance unless a new policy is secured with a retroactive date, including at least the last policy year.

(e) Workers' Compensation, Disability Benefits, and Employer's Liability Insurance.

The Grantees shall ensure that the Grantees and any Vendor shall maintain, and ensure that each sub-Vendor maintains, Workers' Compensation Insurance, Disability Benefits Insurance, and Employer's Liability Insurance in accordance with the laws of the State of Michigan on behalf of, or with regard to, all employees providing services under this Agreement; provided, that the requirements in this clause may be waived if determined inapplicable and/or unnecessary as evidenced in prior written approval obtained from the CFE Fund and the Grantees.

(f) Unemployment Insurance.

To the extent required by law, the Grantees shall ensure that the Grantees and any Vendor shall provide Unemployment Insurance for its employees.

(g) **Business Automobile Liability Insurance.**

- (i) The Grantees shall ensure that the Grantees and any Vendor utilizing vehicles in the provision of services under this Agreement shall maintain Business Automobile Liability insurance in the amount of at least One Million Dollars (\$1,000,000) each accident combined single limit for liability arising out of ownership, maintenance or use of any owned, non-owned, or hired vehicles to be used in connection with this Agreement. Coverage shall be at least as broad as ISO Form CA0001, ed. 10/01.
- (ii) If vehicles are used for transporting hazardous materials, the Business Automobile Liability Insurance shall be endorsed to provide pollution liability broadened coverage for covered vehicles (endorsement CA 99 48) as well as proof of MCS-90.

(h) **Cyber Liability Insurance.**

Without limiting any of the obligations or liabilities of the Grantees and any Vendor, the Grantees shall ensure that the Grantees and any Vendor shall carry and maintain, at its own expense including any applicable deductibles or retentions, as long as respective, applicable statute(s) of limitation or repose are in effect relating to the specific purposes of this Agreement, insurance policies of the kind and limits listed below and with insurers with an A.M. Best's Rating of not less than A-VII at all times. Accordingly, the Grantees shall ensure that the Grantees and any Vendor will maintain the following insurance requirements:

Cyber Liability insurance with limits of not less than One Million Dollars (\$1,000,000) for each occurrence and an annual aggregate of One Million Dollars (\$1,000,000) covering claims involving privacy violations, information theft, damage to or destruction of electronic information, intentional and/or unintentional release of private information, alteration of electronic information, extortion and network security. Such coverage is required only if any products and/or services related to information technology (including hardware and/or software) are provided pursuant to this Agreement and for claims involving any services for which Grantees and any Vendor is engaged in connection with this Agreement with Insured for such length of time as necessary to cover any and all claims; provided, that the requirements in this clause may be waived if determined inapplicable and/or unnecessary as evidenced in prior written approval obtained from the CFE Fund and the Grantees.

(i) **General Requirements for Insurance Coverage and Policies.**

- (i) All required insurance policies shall be maintained with companies that may lawfully issue the required policy and have an A.M. Best rating of at least A-VII or a Standard and Poor's rating of at least A, unless prior written approval is obtained from the CFE Fund and the Grantees.

- (ii) All insurance policies shall be primary (and non-contributing) to any insurance or self-insurance maintained by the CFE Fund or the Grantees.
- (iii) The Grantees and any Vendor shall be solely responsible for the payment of all premiums for all required insurance policies and all deductibles or self-insured retentions to which such policies are subject, whether or not the CFE Fund and the Grantees are insureds under the policy.
- (iv) The limits of coverage for all types of insurance required under this Section shall be the greater of (i) the minimum limits set forth in this Section or (ii) the limits provided to the Grantees and any Vendor as named insured under all primary, excess and umbrella policies of that type of coverage.
- (v) All insurance policies required pursuant to subsections (b) and (c) above shall contain an endorsement substantially in the form as follows: "This policy may not be cancelled, terminated, modified or changed for any reason other than non-payment unless thirty (30) days prior written notice is sent by the insurance company to the named insured, the CFE Fund, and to Grantees. For non-payment, at least ten (10) days written notice must be provided."
- (i) Proof of Insurance.
 - (i) For Workers' Compensation Insurance, Disability Benefits Insurance, and Employer's Liability Insurance, the Grantees shall ensure that the Grantees and any Vendor shall file one of the following within ten (10) days of execution of this Agreement. ACORD forms are not acceptable proof of workers' compensation coverage:
 - (A) C-105.2 Certificate of Workers' Compensation Insurance;
 - (B) U-26.3 -- State Insurance Fund Certificate of Workers' Compensation Insurance;
 - (C) Request for WC/DB Exemption (Form CE-200);
 - (D) Equivalent or successor forms used by the New York State Workers' Compensation Board; or
 - (E) Other proof of insurance in a form acceptable to the CFE Fund and the Grantees.
 - (ii) For each policy required under this Agreement, except for Workers' Compensation Insurance, Disability Benefits Insurance, Employer's Liability Insurance, and Unemployment Insurance, the Grantees and any Vendor shall file a Certificate of Insurance with the Grantees and the CFE Fund (as applicable) within ten (10) days of execution of this Agreement. All Certificates of Insurance shall be in a form acceptable to the CFE Fund

and the Grantees and certify the issuance and effectiveness of such policies of insurance, each with the specified minimum limits and evidence of the compliance with the Additional Insured provisions of this Section, if applicable. All Certificate(s) of Insurance shall be accompanied by either a duly executed "Certification by Broker" in the form attached to this Agreement or copies of all policies referenced in the Certificate of Insurance. If complete policies have not yet been issued, binders are acceptable, until such time as the complete policies have been issued, at which time such policies shall be submitted.

- (iii) Certificates of Insurance confirming renewals of insurance shall be submitted to the Grantees prior to the expiration date of coverage of policies required under this Section. Such Certificates of Insurance shall comply with the requirements of subsections (h)(i) and (h)(ii) above, as applicable.
 - (iv) The Grantees and any Vendor shall provide the CFE Fund and the Grantees with a copy of any policy required under this Section upon the demand for such policy by the CFE Fund or the Grantees.
 - (v) Acceptance by the CFE Fund and the Grantees of a certificate or a policy does not excuse the Grantees and any Vendor from maintaining policies consistent with all provisions of this Section (and ensuring that sub-Vendors maintain such policies) or from any liability arising from its failure to do so.
- (j) Miscellaneous.
- (i) Where notice of loss, damage, occurrence, accident, claim or suit is required under a policy maintained in accordance with this Section, the Grantees shall ensure that the Grantees and any Vendor shall notify in writing all insurance carriers that issued potentially responsive policies of any such event relating to any operations under this Agreement (including notice to Commercial General Liability Insurance carriers for events relating to the Grantees and any Vendor's own employees) no later than twenty (20) days after such event. Such notice shall be in substantially the following form and specify that "this notice is being given on behalf of the CFE Fund and the Grantees as additional insureds as well as the named insured." Such notice shall also contain the following information: the number of the insurance policy, the name of the named insured, the date and location of the damage, occurrence, or accident, and the identity of the persons or things injured, damaged or lost. The Grantees and any Vendor shall simultaneously send a copy of such notice to the CFE Fund and to the Grantees.
 - (ii) The Grantees and any Vendor's failure to maintain any of the insurance required by this Section shall constitute a material breach of this Agreement. Such breach shall not be waived or otherwise excused by any action or

inaction by the CFE Fund or the Grantees at any time. The Grantees shall be responsible for notifying the CFE Fund of any such failure by the Grantees and any Vendor to maintain any of the insurance required by this Section. Upon such notification, the CFE Fund and the Grantees shall have no further obligation to honor any invoice submitted by such Grantees and any Vendor.

- (iii) Insurance coverage in the minimum amounts required in this Section shall not relieve the Grantees and any Vendor or its sub-Vendors of any liability under this Agreement, nor shall it preclude the CFE Fund from exercising any rights or taking such other actions as are available to it under any other provisions of this Agreement or law.
- (iv) The Grantees shall ensure that any Vendor waive all rights against the CFE Fund or the Grantees, including its officials and employees for any damages or losses that are covered under any insurance required under this Section (whether or not such insurance is actually procured or claims are paid thereunder) or any other insurance applicable to the operations of the Grantees and any Vendor and/or its sub-Vendors in the performance of this Agreement.

9. Indemnification.

- (a) The CFE Fund shall release any Vendors and sub-Vendors of the Grantees, from any and all claims, demands, costs, judgments or liabilities to which they may be subject because of any acts or omissions of the CFE Fund, its officers, directors or trustees, employees, agents, representatives, Vendors or sub-Vendors, or because of any negligence or fault of the CFE Fund, its officers, directors or trustees, employees, agents, representatives, Vendors or sub-Vendors. This obligation shall survive and continue beyond any termination or expiration of this Agreement.
- (b) The Grantees shall ensure that all Vendors and sub-Vendors indemnify and hold harmless the CFE Fund, including its staff, and its officers, directors or trustees, employees and agents from such claims. Nothing in this paragraph should be construed as waiving any immunities the City may have from such claims. This obligation shall survive and continue beyond any termination or expiration of this Agreement.
- (c) Each of the parties hereto shall take all steps necessary to ensure that its staff, officers or trustees, employees, agents, representatives, vendors and sub-vendors are covered under all insurance policies necessary to effectuate the provisions of this Section.

10. Confidentiality.

All reports, information or data furnished to or to be prepared or assembled under this Agreement are to be held confidential, unless otherwise herein provided or subject to disclosure by law, including but not limited to the Michigan Freedom of Information Act, PA 442 of 1976, as amended, being MCL 15.231 et seq.

11. Intellectual Property.

All ownership, title, interest, and intellectual property rights of documents, templates, and other materials provided by the CFE Fund shall remain solely the Grantors. Nothing in this section or agreement is intended to, and shall not be construed to, transfer any property rights to Grantees or any intellectual property rights to materials developed by the CFE Fund. The Grantees may use the CFE Fund's intellectual property for (i) internal planning processes; (ii) in furtherance of the Scope of Work; and (iii) otherwise expressly authorized by the CFE Fund. Any unauthorized disclosure of the CFE Fund's intellectual property without expressed authorization shall be considered a breach of this agreement.

12. Non-Assignability.

The Grantees shall not assign, transfer, subcontract, convey or otherwise dispose of this Agreement or of its rights, obligations, responsibilities or duties hereunder or under any Vendor Contract, either in whole or in part, without the prior written consent of the CFE Fund.

13. Compliance with Anti-Discrimination Rules.

In its use of Grant funds provided by the CFE Fund, and in the course of all development, marketing and operation activities, the Grantees shall fully comply with all applicable federal, state, local (and any other governmental), anti-discrimination laws, executive orders, rules and regulations.

14. Severability of Provisions.

Each provision of this Agreement shall be considered severable and if for any reason any provision or provisions herein are determined to be invalid, unenforceable or illegal under any existing or future law, such invalidity, unenforceability or illegality shall not impair the operation of or affect those portions of this Agreement which are valid, enforceable and legal.

15. Entire Agreement.

This Agreement contains the entire understanding between the parties hereto with respect to the subject matter of this Agreement and replaces and supersedes all prior agreements

and understandings of the parties. This Agreement may be amended or modified only by a writing executed by the parties hereto.

16. Binding Agreement.

Notwithstanding any other provision of this Agreement, the parties agree that this Agreement constitutes a legal, valid and binding agreement of each party, and is enforceable against each party in accordance with its terms.

17. Governing Law.

THIS AGREEMENT SHALL BE GOVERNED BY AND CONSTRUED IN ACCORDANCE WITH THE LAWS OF THE STATE OF NEW YORK, WITHOUT GIVING EFFECT TO THE CONFLICT OF LAWS PROVISIONS THEREOF.

18. Arbitration.

ANY CONTROVERSY OR CLAIM ARISING OUT OF, OR RELATING TO, THIS AGREEMENT, OR THE BREACH THEREOF, SHALL BE SETTLED BY ARBITRATION ADMINISTERED IN THE STATE OF NEW YORK, OR ANOTHER LOCATION MUTUALLY AGREEABLE TO THE PARTIES, BY THE AMERICAN ARBITRATION ASSOCIATION UNDER ITS COMMERCIAL ARBITRATION RULES, AND JUDGMENT ON THE AWARD RENDERED BY THE ARBITRATOR(S) MAY BE ENTERED IN ANY COURT HAVING JURISDICTION THEREOF. ANY AWARD RENDERED THEREUNDER SHALL BE FINAL AND BINDING ON ALL PARTIES THERETO.

19. Service of Process.

EACH PARTY TO THIS AGREEMENT IRREVOCABLY CONSENTS TO THE SERVICE OF THE SUMMONS AND COMPLAINT AND ANY OTHER PROCESS IN ANY OTHER ACTION OR PROCEEDING RELATING TO THE TRANSACTIONS CONTEMPLATED HEREBY, ON BEHALF OF ITSELF OR ITS PROPERTY, BY PERSONAL DELIVERY OF COPIES OF SUCH PROCESS TO SUCH PARTY. NOTHING CONTAINED IN THIS SECTION WILL AFFECT THE RIGHT OF ANY PARTY TO SERVE PROCESS IN ANY OTHER MANNER PERMITTED BY LAW OR COMMENCE LEGAL PROCEEDINGS OR OTHERWISE PROCEED AGAINST ANY OTHER PARTY IN ANY OTHER JURISDICTION.

20. Amendment.

The CFE Fund shall consider, but is not obligated to agree to, requests by the Grantees to amend the terms of this Agreement. Amendments to this Agreement may be made only after (i) the CFE Fund has received written request from the Grantees stating the nature of the amendment request, and (ii) the CFE Fund and the Grantees have executed a written agreement describing the terms of the amendment.

21. Counterparts.

This Agreement may be executed in any number of counterparts, including by facsimile or other electronic means of communication, each of which shall be deemed an original of this Agreement and all of which together shall constitute one and the same instrument.

22. Notices.

Any notices required to be delivered hereunder shall be in writing and personally delivered, mailed or sent by electronic mail, telefacsimile or other similar form of rapid transmission, and shall be deemed to have been duly given upon receipt (a) at the respective party's address listed on Exhibit G ("Notices") or (b) at such other address as may be designated by written notice to the other party.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be duly executed by their respective officers as of the day and year first above written.

CITIES FOR FINANCIAL EMPOWERMENT
FUND, INC.

By: J-33
Name: Jonathan Mintz
Title: President and Chief Executive Officer

Date: 08/19/2019

CITY OF DETROIT

By: Raymond J. Solomon II
Name: Raymond J. Solomon II
Title: Mayor

Date: _____

TREASURER, CHARTER COUNTY OF WAYNE,
MI

By: Eric R. Sabree
Name: Eric R. Sabree
Title: Treasurer

Date: August 14, 2019

Request for Proposal & Grantees Proposal

CFE FUND GRANT AGREEMENT

EXHIBIT A

19

City of Detroit

2018 Financial Empowerment Center Implementation Grant

City of Detroit

Chelsea Neblett
2 Woodward Ave, Ste 1126
Detroit, MI 48226

O: 313-224-2285

Chelsea Neblett

2 Woodard Ave
Detroit, MI 48226

neblettc@detroitmi.gov
O: 111-111-1111

Printed On: 22 March 2019

2018 Financial Empowerment Center Implementation
Grant

1

EXHIBIT A

Application Form

Instructions

Summary

The Cities for Financial Empowerment Fund (CFE Fund) invites successful FEC Public Planning Grantees to apply for Implementation phase funding. The focus of the Implementation phase is the actual launch of the local Financial Empowerment Center (FEC). If selected, the Grantee will receive matching funds and significant technical assistance for two years to launch and operate its Financial Empowerment Center initiative.

The CFE Fund will only review submissions from Planning Grantees who are eligible to apply, as detailed in the Implementation Grant Eligibility Checklist.

Proposal Timing

Implementation Proposals will be accepted from successful Planning Grantees on a rolling basis based on their launch timeline, as agreed upon with CFE Fund.

General Applicant Information

Local Government Entity*

City of Detroit

Please provide the primary contact information for the Implementation Phase, if different than the user submitting this application:

Primary Contact Name

Chelsea Neblett

Primary Contact Phone

3135183826

Primary Contact Email

neblettc@detroitmi.gov

Fiscal Sponsor

If chosen to receive this grant, will your organization use a fiscal sponsor to receive funds? If yes, please provide the name, organization type, EIN and contact information for your fiscal sponsor.

N/A

Questions

Projected Program Scope

Please provide estimates for each field below that reflect current thinking on program scope. The CFE Fund anticipates these numbers will change during the course of further planning.

Question 1*

Total number of nonprofit (or local government) financial counseling providers

7

Question 2*

Total number of full-time equivalent counselors

3

Question 3*

Total number of clients served in Year 1

770

Question 4*

Total number of partnerships in place by launch (# of organizations/agencies either serving as referral, co-location, or programmatic integration partners)

8

Question 5*

Total number of FEC locations

5

Question 6*

Total match funding secured

470000

Question 7*

Total annual budget

371500

Local Government Program Oversight

Question 8*

Please indicate if the FEC work will remain with the local government entity currently overseeing the Planning Grant

Yes

If no, please provide an overview of the new government entity, an explanation for why and how the FEC will fit within this entity and plans for the transition.

Question 9

Name of the Local Government Program Manager who will oversee all aspects of the Financial Empowerment Center work.

Chelsea Neblett

If a Manager has not yet been identified, describe the recruitment strategy and projected timing for the hire.

[Unanswered]

If the Manager is an existing staff person, with current job responsibilities, describe in detail how the FEC work will be incorporated into the person's workload and the percentage of time that will be dedicated to the FECs. Please provide a resume (as an attachment). Please note this person will need to fulfill all the responsibilities, described in the Local Government Program Manager job description.

ChelseaNeblett_Resume_2019.pdf

Chelsea Neblett will the Local Government Program Manager for the Detroit FEC. At the end of 2018, Chelsea has transitioned rolls as Volunteer Coordinator to the Financial Empowerment Manager. 100% of Chelsea's role will be overseeing the responsibilities of managing the Detroit Financial Empowerment Center, BankOn and Summer Jobs Connect.

Question 10*

Describe the roles of other City/County staff members who will provide support for the Financial Empowerment Center initiative.

Chelsea Neblett, the Detroit Financial Empowerment Center Manager (FEC), will oversee the overall management of the FEC which includes partnership development, program integration with existing and new Mayoral initiatives, working alongside the Nonprofit Manager to hire, train and monitor the performance of the FEC counselors, and oversee all of program requirements, fundraising and reporting. In order to support the FEC manager, numerous city and county leaders will support the initiative.

The FEC Manager will report directly to Ray Solomon, General Manager of the Department of Neighborhoods and Jimmy Settles, Group Executive for Neighborhoods. Jimmy Settles will be the liaison for the FEC and all financial empowerment initiatives to Mayor Duggan. Mr. Settles will communicate directly with the Mayor weekly about FEC updates and schedule time for the City FEC Manager to meet with the Mayor on an as needed basis. The Department of Neighborhoods Leadership team, including Mr. Settles, Mr. Solomon and Vicky Kovari will meet weekly to ensure financial empowerment initiatives milestones and progress toward goals are being met. Victoria Kovari, Director of Detroit 2020 Census, and previous General Manager of the Department of Neighborhoods will serve in an advisory role for the Detroit Financial Empowerment Center, lending expertise as the initiator of financial empowerment efforts in Detroit neighborhoods for Mayor Duggan and will meet regularly with the FEC Manager to ensure a seamless launch, and implementation.

The Office of Development and Grants, led by Ryan Friedrichs, Sirene Abou-Chakra and Katerli Bonds will assist in fund development, grant writing, reporting and compliance for the FEC. There are two development staff assigned directly to FEC fundraising activities in addition to the leadership previously mentioned.

The Civil Rights Inclusion and Opportunity Department (CRIO), Kimberly Ballor, will assist with the translation needs and interpretation services needed for the FEC. CRIO Director, Charity Dean, will assist with the FEC Counselor Training to provide a local context for FEC initiatives in Detroit.

The Wayne County Treasurer's Office, as partner to the FEC will be heavily vested in the progress and outcomes of the FEC. Wayne County Treasurer, Eric Sabree, Deputy Director, Roy Freij and Director of Special Projects, Phil Cavanagh will provide support to the FEC Manager. The WCTO Team will be responsible for the contract with the Nonprofit Provider(s) and will assist the FEC Manager and Nonprofit Manager in the monitoring of performance by the FEC counselors. Ramesh Ranati, Director of Information Management for the WCT Office will offer data support to the FEC for residents facing property tax foreclosure, a high priority for FEC counseling.

Question 11*

Provide an overview of how the Local Government Partner anticipates coordinating efforts with and managing the performance of the nonprofit counseling provider(s).

The local government partner, City Manager, is responsible for the overall program coordination, including coordinating efforts and managing the performance of the nonprofit counseling provider, Wayne Metro. Managing the performance on the nonprofit counselor provider ensures that the service provision is FEC model compliant. This includes an audit of the one-on-one counseling sessions and program implementations including the financial health assessment, relationship building, diagnostics, goal setting and action planning. The City Manager and the Nonprofit Manager will work in tandem to ensure all activities, outputs and outcomes are on target for the prelaunch and implementation phase through year two.

Managing the performance of the nonprofit counseling provider begins with ensuring a strong local training plan to equip the financial counselors with the necessary education to provide client service plans, and how to properly use the client database. This is extended to continued mandatory continued education of the nonprofit counselors. The continued education will be determined by the City and Nonprofit Manager based upon areas of service delivery that need improvement. The City Manager will be responsible for all training requirements.

Qualitative data analysis will show where improvement can be made. In addition to using the data, the Managers will work with the counselors to gain an understanding of what additional training they feel would be beneficially for service delivery.

In order to ensure strong coordination, the following activities will be implemented:

1. Weekly meeting with Nonprofit Manager
 - o Review activities, outputs, and outcomes. Discuss any barriers or improvements to program partnerships or effective counseling services, and make necessary changes as needed to ensure the FEC model is successfully implemented.
2. Monthly data meeting to review and measure progress toward goal
 - o City Manager to pull weekly and monthly data reports to review with the Nonprofit Manager.
 - o Establish specific output and outcome targets for each counselor.
 - o Establish specific output and outcome targets for the Detroit FEC.
 - o Monitor clients who are close to meeting outcome goals or milestones.
 - o Monthly data meeting used to benchmark progress.
3. Monthly staff meeting with the Nonprofit Manager and nonprofit counselors
 - o Counselor report outs, sharing of best practices and lessons learned.
 - o Identify gaps in training and potential areas for growth.
 - o Identify trends in client's needs from specific integration partners
4. Quarterly meeting with Nonprofit Manager and program integration partners
 - o Review shared goals as outlined in the partner MOU.
 - o Assess outcomes.

Question 12*

Describe the roles of any additional partners (government, nonprofit, funders, etc.) during this next phase of work. Specifically, those who have been part of the Planning process, including the Advisory Group.

The FEC Advisory Committee will represent a strong cross section between public and private stakeholders including;

- Mayor's Office, Department of Neighborhoods
- Wayne County Treasurer's Office
- City of Detroit Treasurer's Office
- Detroit at Work, Workforce Development Returning Citizens
- Detroit Employment Solutions Corporation, Grow Detroit's Young Talent Program
- Detroit Land Bank Authority
- Wayne County Land Bank Authority
- Accounting Aid Society
- Wayne Metropolitan Community Action Agency
- United Community Housing Coalition

The FEC Advisory Committee comprises co-location, referral based, or integrated partnerships and well as Mayoral priority initiatives that will be integrated into the FEC. It is important to seek their input and feedback on goal setting, and program outcomes for clients who fall within their program area of expertise. The FEC Advisory Group will meet quarterly with the City Manager and Nonprofit Manager.

The Financial Empowerment Network, a cohort of 32 non-profits, which provide direct and/or indirect service for residents will play an important role during the next phase of work. The FEN is convened by the City four times a year, and this provides an opportunity for the City and Mayor's Office to learn directly from the place based non-profits emerging needs of community members. This conversation can inform future integration points, and assist the FEC in being responsive to resident needs.

Director level staff in city departments are familiar with the Financial Empowerment Center Initiative. The FEC City Manager will present to critical department employees, to ensure they are aware of the free, professional one-on-one counseling services offered by the FEC. The Planning Department, Housing and Revitalization Department, Treasury Department, Assessor's Office, Bridging Neighborhoods, among others, have staff that interact with the public regularly. These city employees interact with residents in the target integration population indirectly and can be an additional referral path for residents to FEC counseling.

Question 13*

Briefly describe how the sustainability of the FEC as a free local government public service will be prioritized from the onset of the program.

During the initial planning phase in early 2018, the City of Detroit created a Financial Empowerment Manager as a permanent position with multiple grant sources, instead of tying the position to a single grant that would have to be renewed annually. The position is within the Mayor's Office, Department of Neighborhoods and was approved by City Council. Also during the planning phase, we began discussions with a range of city departments to explore embedding financial counselling into various programs and grants. In addition to the Department of Neighborhoods, where the program began, other City departments agreeing to integrate financial counselling into their services and grants include: Workforce Development, General Services (returning citizens), Foreclosure Prevention and Grow Detroit's Young Talent. The Wayne County Treasurer is a joint partner in the FEC and early on agreed to embed the FEC into their foreclosure prevention programs and strategies.

Question 14*

What are any anticipated program oversight challenges and proposed ways that the local government entity overseeing the FEC will overcome them?

One of the oversight challenges relates to the Wayne County Treasurer's Office and their role as the contracting entity for the financial counselors. In that the City of Detroit has no authority over a County contract, the challenge will be for the FEC City Manager, a Mayoral appointee, to ensure that the counselors receive the proper training and are using the FEC model, are properly supervised and are collecting and reporting their data to the FEC. Part of how we address this challenge is by providing specific language in the grant agreement between CFE Fund, the City of Detroit and the WCTO, specifying the required counselor training and use of approved contractor, the required data sharing with not only the CFE but with the City of Detroit and the manner and type of data collection and use of the approved platform.

The City of Detroit's role in the overall management, coordination and integration of the FEC also needs to be confirmed in the CFE grant language and language to this effect will need to be included in a separate MOU between the City and County Treasurer. The City of Detroit will also need to look into executing a separate MOU with the nonprofit counselling agency contracted to provide counselling services to confirm the FEC program manager's role.

Another challenge that the FEC will continue to face, in terms of its oversight authority, is by United Way of SE Michigan. The UWSEM has been the major funder of financial counselling in the Detroit. They have questioned the role of the City in creating the FEC and the Financial Empowerment Network (FEN) in particular. They continue to quietly push this narrative to funders and other partners, particularly other United Way funded organizations involved in the FEN. We have addressed this challenge by keeping in regular communication with UWSEM, and specifically carving out a niche for the FEC that does not conflict with their financial empowerment programming, emphasizing our target populations, focusing on banking access, and using the FEN as a sounding board for policy development and networking across a much broader

range of counselling organizations. We have also received the support of LISC, the CWF sponsor of United Way's financial empowerment portfolio.

Question 15*

Provide an updated strategy of how the FEC will be aligned with the Mayor's priorities.

In the beginning of his first four-year term in 2014, Mayor Mike Duggan stated: "I believe that we should be judged by one standard, is the population of this city going up or going down." At its peak, the City's population in 1955 was 1.8 million. It now sits at 680,000, losing over 300,000 just since 2000.

Although property values have increased significantly in four years, echoes of the housing crisis continue to reverberate in Detroit. Nearly 35% of Detroit residents live in poverty, 20% are totally unbanked, 66% have subprime or no credit scores, and 68% of residents are delinquent on debt, including 61,000 households who are delinquent in their property taxes. This level of financial instability, combined with one of the highest property tax rates in the country, has resulted in over a third of all Detroit properties foreclosed upon in the last decade. To reverse these trends, the FEC has focused on occupants of tax foreclosed properties as the primary target population for counseling. The Detroit FEC is specifically designed to keep residents in their homes by providing one-on-one counseling to residents at risk of foreclosure and to new owners who acquired their property through the Land Bank or the City's Right of Refusal program. Both the ROR and Land Bank's Buy Back programs are creating new ownership opportunities for renters in tax foreclosed properties. The other Mayoral priority, specifically for the Dept. of Neighborhoods (DON), is to fight blight. The FEC is a fighting blight tool by keeping owner occupants from losing their home to tax foreclosure and thus preventing the home from being vacant, open to the elements and eventually vandalized and stripped of most of its value.

Financial Counseling Provider

Question 16*

Name of Financial Counseling Provider(s):

Wayne Metropolitan Community Action Agency (Wayne Metro) will be the financial counseling provider for the Detroit FEC in phase one.

Question 17*

Are the provider(s) a nonprofit or government entity?

Wayne Metro is a nonprofit entity, and serves as the Community Action Agency for Wayne County designed by the State of Michigan in 2015.

Question 18a*

Explain the process to date for selecting this provider(s), key factors for their selection and their comparative advantage to other providers that may have been considered.

Wayne Metropolitan Community Action Agency (Wayne Metro), the selected financial counseling provider, has an exemplary reputation in the City of Detroit and Wayne County for their robust direct service program offerings for low to moderate income Detroit and Wayne County residents. Their work spans from financial coaching, foreclosure prevention, utility assistance, head start, healthcare access, employment assistance and much more, they are perfectly positioned to provide financial counseling for the Detroit FEC.

Wayne Metro was one of the five nonprofit partners selected for the Detroit FEC Process Pilot. The process pilot nonprofit providers were selected through a competitive RFP process. The Cities for Financial Empowerment Fund drafted the RFP, and it was edited by the Department of Neighborhoods and the Wayne County Treasurer's Office. All twenty-two organizations that responded to the initial Financial Empowerment Network survey, plus additional financial counseling providers were invited to apply. Twelve organizations submitted a final proposal for the Detroit FEC Process Pilot.

During the Process Pilot, Wayne Metro was easy to work with; this included prompt responses to all phone call and emails. Additionally, they were eager to advocate for their clients and pushed to meet with the WCT office about reduced payment plan agreement amounts for their clients who were unable to afford the standard 2% of back taxes owed per month. Their initiative to help improve the system and process for their clients was above the scope of the Process Pilot.

Wayne Metro is a trusted local organization with deep community roots that works city and county-wide, this was an advantage as not all of the service providers' work throughout the City of Detroit and Wayne County. They have name recognition, and implement many programs in-house that would benefit from one-on-one counseling such as utility assistance. Additionally, they provide a different model of financial counseling currently. Wayne Metro is also the permanent Community Action Agency as designated by the State of Michigan which makes them more financially stable than other nonprofits and speaks to their longevity as an organization.

The most important competitive advantage of Wayne Metro over the other four process pilot participants is the Connect Call Center. The call center is a state-of-the-art locally operated call center designed to optimize client intake, appointment scheduling, and referral services. This service will allow for easy program referrals from partner organizations. Additionally, they collocate throughout the city for many of their service programs now, limited additional infrastructure will be needed to ensure the geographic coverage needed for the Detroit FEC counselors.

Question 18b

If the selected financial counseling provider(s) contract has not been finalized, provide a detailed overview of the process underway and next steps to finalize procurement with the selected provider(s), including the projected timeframe. Providers must be selected before this application is submitted.

A contract with Wayne Metro has not been finalized. The Wayne County Treasurer's Office will procure the financial counseling services from Wayne Metro as the joint partnership between the City of Detroit and the Wayne County Treasurer's Office. The WCTO will need an executive order to fund the nonprofit counseling provider contract, no approval is needed from the Wayne County Commission, as the contract falls under 'professional services' in the WCT budget. A funding submission has been submitted to the Wayne County Budget and Management office, and is pending approval. Wayne County Legal Department has drafted a service contract. Funding approval takes two to four months, and the contract will be executed after.

Question 19*

Provide a cover letter signed by the Executive Director of the nonprofit(s) or the comparable person at the local government provider asserting a commitment to the program and identifying the key staff who will be managing and operating the FEC.

LOS for CFE Implementation Plan.pdf

Question 20*

Organization(s) mission and overview

Mission: Guided by our belief that no one should live in poverty, Wayne Metro empowers people and communities to be strong, healthy and thriving.

Vision: Through our work to diminish poverty, we envision communities where all people have hope and opportunities to realize their full potential.

Overview: Founded in 1971, Wayne Metro Community Action Agency (Wayne Metro) provides essential services, diversified programming, and community resources to low- and moderate-income individuals and families throughout all of Wayne County. Over the last four decades, the Agency's budget has grown from \$100,000 to over \$30 million while continuing to maintain a low administrative rate (8%) that allows \$.92 of every funded or donated dollar to be utilized for direct client services.

As a result of this outstanding programmatic and fiscal track record serving Out-Wayne County, the State of Michigan named Wayne Metro the Interim Community Action Agency for the City of Detroit in spring 2013, with the designation becoming permanent in 2015. Today, Wayne Metro supports all of Wayne County with more than 50 programs with over 300 employees, and is proud to be one of the most innovative Community Action Agencies in the entire country.

Question 21*

Explain how the selected provider(s) has the organizational capability (financial and operational) to perform the administrative and programmatic responsibilities related to the delivery of the financial counseling, including the responsibility of hiring and supervising financial counselors, community outreach, data tracking, partnership development, and collaborative partnership with the Local Government, that are necessary to meet FEC benchmarks outlined in this proposal.

Guided by the belief that no one should live in poverty, Wayne Metro empowers people and communities to be strong, healthy, and thriving. They envision communities where all people have hope and opportunities to realize their full potential. Wayne Metro delivers a collective impact to create social and economic mobility through advocacy, resources, and collaborations for people and communities with low incomes. An investment of over \$38M in federal, state, local and private funds are committed to alleviating the causes and conditions of poverty for people and communities with low incomes and provide over 35,000 client services in the primary service area of Wayne County Michigan.

Wayne Metro is an adaptive and mobile service provider with satellite offices across Wayne County. Multi-lingual, interactive communication tools and staff assist individuals with limited English-speaking skills to bridge the communication and accessibility gaps. Collaborative partnerships with various stakeholders representing coalitions, education, government, community groups, and sister agencies expand outreach and streamline service delivery guiding those in need on a pathway to connect, engage, build, and thrive for sustainable solutions.

2016 comprehensive Community Needs Assessment for Wayne Metro for conducted, financial empowerment was indicated as one of five areas the Wayne Metro could have a critical impact. Currently, Wayne Metro offers the following services related to financial capabilities services; tax preparation, foreclosure intervention, financial education and coaching, and a savings program.

- **OPERATIONAL SUPPORTS:** Administrative and support services work with Wayne Metro departments to develop, implement, and evaluate strategies. Operational supports work diligently to provide an efficient and effective infrastructure assisting with the work of programs, services, and other functional areas. This focus on operational capacity will support the organizational capability.
- **Data Quality:** The DQ Committee reviews internal data collection and shares information with departments for continuous improvement of capturing data including client satisfaction and program data.
- **Partnership:** Wayne Metro currently works with 55 federal, state and local stakeholders to create robust program partnerships. Their existing partnerships will help to deepen the FEC partnerships and program integration points through their current and past relationships.

Wayne Metro understands that the Financial Empowerment Center uses a distinct financial counseling model from the ones we currently use. The staff identified for the FEC will be fully trained in the CFE model.

Question 22a

Identify the Nonprofit Program Manager(s) who will oversee all aspects of the Financial Empowerment Center.

Shama Mounzer, currently the Community Navigation Manager, will serve as the Nonprofit Program Manager. Ms. Mounzer has worked at Wayne Metro for 8 years starting in the Head Start Early Childhood Education Service as a Family Advocate doing community outreach and providing wraparound supports to families. She moved to Basic Needs Services where she led two successful pilot programs from June 2017 through October 2018. One pilot focused on financial counseling for clients who were enrolled in DTE's Low Income Self Sufficiency Program (LSP). The team outreached to 1,500 potential participants in 15 months and successfully guided 586 of them to successful completion of their LSP agreements. Her second pilot was the CFE Detroit Financial Counseling/Coaching where her team outreached to 250 people facing foreclosure. Staff coached 42 homeowners to achieve housing stability. Ms. Mounzer refined her management skills in the Leadership Institute of the Michigan Community Action Association.

Question 22b

If a Manager has not yet been identified, describe the recruitment strategy and projected timing for the hire.

Not applicable. Shama Mounzer, Community Navigation Manager, meets the qualifications and has the experience to work alongside the Local Government Program Manager for successful operation of the Financial Empowerment Center.

Question 22c

If the Nonprofit Program Manager(s) is an existing staff person, with current job responsibilities, describe in detail how the FEC work will be incorporated into the person's workload and the percentage of time that will be dedicated to the FECs. Please provide a resume (as an attachment). Please note this person will need to fulfill all the responsibilities, described in the Nonprofit Program Manager job description.

Shama resume 2.27.19 (3).doc

The FEC will be the priority of Shama Mounzer's work. Ms. Mounzer will incorporate current duties into the FEC using her strategic thinking and team approach. Shama incorporated the Detroit Financial

Counseling/Coaching pilot from April to October 2018 into her workload with no interruption to other duties so this continuation of the FEC will not be new duties. The percentage of time Ms. Mounzer will dedicate to the operation of the FEC is expected to be 25% at the onset, and may require more time later as the project grows. Her job duties will be shifted as the project grows.

Ms. Mounzer currently coordinates staff who do agency community engagement, utility assistance case management, and resource navigation to address service gaps. Her current duties that support the FEC include:

- + Organizing Community Assistance Days (CADs) or outreach events. Wayne Metro conducted 67 outreach events during 2018, including Customer Assistance Days (CAD) that target families in crisis facing utility/water shutoffs and foreclosure. Ms. Mounzer will be able to create CADs as needed to support the specific work of the FEC with wraparound services.
- + Training staff in MI Bridges as well as compliance processes and systems. Ms. Mounzer provides ongoing direction and training in MI Bridges (the state's portal for online benefits). She also trains staff on intake and assessment, eligibility review, and file documentation.
- + Supervising day-to-day activities of 8 staff who will provide wraparound supports to the clients of the the FEC.
- + Problem-solving internal operations and client needs. Ms. Mounzer works closely with administrative and program staff to solve service delivery issues and ensure compliance. She also regularly problem-solves for clients, seeking out and securing additional supportive services for people seeking assistance.

These aspects of her current position aligns with the role of the Nonprofit Finance Manager.

Question 23*

Provide an overview of the providers' experience with the delivery of financial counseling or coaching (if the organization has no experience, then provide details on relevant experiences that support their capability to effectively deliver the FEC model).

Wayne Metro is simultaneously implementing several financial counseling/coaching models. These models are used to better respond to the diverse needs of our clients, build internal financial capability capacity, and improve client outcomes.

Recently, we started the integration of financial counseling across our Basic Needs programs. Staff from these programs are trained on the Mi Bridges system through our partnership with the State of Michigan. The same staff is trained in coaching skills through our partnership with Central New Mexico Community College and in the Your Money Your Goals toolkit from the Consumer Financial Protection Bureau. Each trained employee has the ability to carry out multiple counseling topics simultaneously, including crises and barriers, income support, community resources, and financial capability. Providing a warm handoff to internal and external job readiness and navigation services is a key to the seamless integration. Staff focus on solving the most pressing and immediate issue presented by the client helping them access income support and benefits while setting goals and developing a budget that allows them to pay bills on-time and reduce debts. The counseling is client-centered and solution-based with short, soft-touch contacts lasting from 2 months to up to 12 months. Wayne Metro successfully used this model with programs including a DTE Low-income Self-sufficiency Plan (LSP) pilot, the Cities for Financial Empowerment (CFE) Detroit Short-term Foreclosure pilot, and Water Residential Assistance Program (WRAP) payment plan assistance.

Another counseling approach we use is the stand-alone model developed by the United Way for Southeast Michigan's Community Financial Center (CFC) where specialized financial coaches help clients improve credit, increase net worth and income. Wayne Metro uses this model in support of financial products: Twin Accounts, Individual Development Account (IDA), and Pay Yourself First/Save for Match programs. Twin Accounts are essentially credit-builder loans with a matched savings component. IDAs are matched savings

accounts for long-term goals such as purchasing a home, starting a business, or saving for higher education. An individual can be enrolled in an IDA savings program for as long as five years, making it a very effective way to improve savings habits and impact credit. Pay Yourself First and Save for Match are matched savings programs offered to Wayne Metro clients who have received other services and are working toward a savings goal, mostly saving for an emergency.

Wayne Metro is integrating this financial counseling with income supports and resource navigation coaching while making warm handoff referrals to internal and external job readiness/navigation coaching services. Internally, our job readiness programs integrate financial counseling within job skills and training.

Our counseling philosophy is that all people, even those in crisis, should drive the counseling relationship. Our efforts on integrating financial counseling within multiple services has shown encouraging results with clients facing an immediate crisis. In the CFE Detroit Short-Term Foreclosure Pilot, 74% of clients who were at immediate risk of losing their homes, were successful in retaining their homes. 97% of them were reinstated in payment plans avoiding immediate foreclosure, and within 5 months accumulated \$11,475 in aggregate savings for emergencies and to reduce debt.

Wayne Metro understands that the Financial Empowerment Center uses a distinct financial counseling model from the ones we currently use. The staff identified for the FEC will be fully trained in the FEC model.

Question 24

If the providers(s) already provides similar services, please identify how services will be merged (or kept separate) and how multiple services models will coexist.

All of the financial counseling tools Wayne Metro uses coexist as part of our integrated service delivery strategy. Staff has the ability to carry out multiple distinct counseling roles simultaneously, including coaching on crises and barriers, income supports, community resources, and financial capability. They provide a warm handoff to internal and external programs and services. Depending upon the goals of the client, counseling can last anywhere from 2 months to 60 months.

While Wayne Metro will continue to integrate the approaches we currently use, we will adhere to the CFE financial counseling FEC model for the Financial Empowerment Center. Staff assigned to this project will be fully trained in the FEC model to provide clients with free, one-on-one professional counseling assistance with money management, budgeting, debt reduction, improving or establishing credit, connecting to safe and affordable banking services, building savings, and wraparound services or referrals to other services and organizations serving Detroit residents. The counselors will guide FEC clients through complex financial challenges and choices, helping them identify and meet challenges and plan for the future.

Question 25*

Provide an overview of the providers' experience with data tracking, managing and reporting on critical program and client data points.

Wayne Metro is a \$35 million organization that manages multiple grants and contracts. We have a dedicated Grant Management team of six, supervised by the agency's Controller to provide a direct link to our financial record-keeping. Grant Managers provide data assurance, grant compliance and reporting for federal, state, and local government funders as well as private and foundation grants. In all, this team oversees approximately 150 grants and contracts per year.

Community Action Agencies use a Results-Oriented Management and Accountability (ROMA) system to collect outputs and outcomes and work on quality improvement. Grant Managers collaborate with program staff to create logic models for each program we offer and collect outcomes to determine if changes to program service delivery are required.

Wayne Metro currently uses several systems to collect and report data. Our main systems are FacsPro, Service Point, and Efforts to Outcomes (ETO). These systems track data regarding financial coaching and case management outcomes.

Wayne Metro has embarked on an agency-wide technology and data strategy assessment to better track, report and integrate services. We are working with Civilla, a Detroit-based design studio, on a research project to generate user insights and measure the effects of simplifying and scaling a digital application enrollment process for utilities. Civilla was responsible for the successful redesign and launch of the Michigan Department of Health and Human Services MI Bridges benefit application. As part of our strategic planning process, we are exploring the use of other enterprise solutions as a means of removing the silos created by funding sources and their tracking systems, creating a more client-centered and outcome-driven approach to data tracking.

A Wayne Metro Grants Manager will be assigned to work directly with the Nonprofit Program Manager and the other team members to ensure accurate data collection and reporting to the City of Detroit, Wayne County Treasurer and CFE Fund. We can provide reports on appointments, demographics, financial characteristics, outcome metrics, and aggregated data on clients' financial well-being or satisfaction surveys. Record-level data can be pulled monthly/quarterly for interim analysis.

Wayne Metro will work with CFE, the City of Detroit and the Wayne County Treasurer during the training process to understand the method for tracking data for the FEC, and to ensure counselors are trained and ready to implement the new system for client management and data tracking.

Question 26*

What is the staffing plan for the FECs, including number of counselors, hiring strategy, languages needed, counselor supervision, and data collection oversight?

The proposed staffing plan will consist of four Wayne Metro employees. Shama Mouzer, Community Resource Navigation Manager, will be the Nonprofit Program Manager. She will be supported by a team of three full-time FEC Financial Counselors. The three counselors will be fully trained and immersed in the FEC/CFE model and dedicated to achieving the outcomes of the FEC: safe, affordable banking, increased savings, reduced debt and improvements in credit.

The FEC Financial Counselor position will be posted for applicants both internally and externally. Wayne Metro posts open positions on Indeed, the Michigan Nonprofit Association, and through network list-serves depending on the position. Several existing Wayne Metro employees have the credentials, skills and experience necessary to carry out the responsibilities of the Counselor position. We anticipate that they will be excited about the opportunity to hold one of these new positions, and they may be re-assigned to this project to allow the work to move forward quickly. Efforts will be made to encourage qualified candidates who speak Spanish, Bengali and Arabic, as these languages are often needed when serving Detroit families. The City of Detroit Civic Right, Inclusion, and Opportunity Department offers translation and interpretation services if there is a client or organizational need. These language services will be processed by Chelsea Neblett, City Manager.

In addition, Wayne Metro proposes to create a Task Force approach to support the team both during its infancy and as it matures. The Task Force will consist of the following Wayne Metro staff: Karen MacDonald, Director of Economic Opportunities, Michelle Robinson, Director of Basic Needs, Grant Manager assigned to

the FEC project, as well as the Dannielle Laura, Homeownership Services Manager, Angela Aaron-Benefield, Financial Empowerment Services Manager, Lindsay Westin, Foreclosure Coordinator, Stephanie Marchese, Workforce Development Manager, and Shama Mounzer, Community Resource Navigation Manager (Nonprofit Program Manager) who will be the lead on the project. The Task Force will meet regularly to assist the FEC team in carrying out its activities. This group will bring financial products and systems knowledge to the table for improved service delivery to clients of the FEC. The Local Government Program Manager is welcome to participate in the meetings.

Data collection is a team effort at Wayne Metro. The Nonprofit Program Manager in coordination with the City Manager will be responsible for ensuring that data collected within the client management and database system is complete and accurate. The project will be assigned a Grant Manager that will assist the Nonprofit Program Manager to collect, aggregate, and prepare any programming reports for the City Manager, the funders and other partners. The Grant Manager will have primary responsibility for any online reporting required by CFE. Oversight of the grants management process is the role of Wayne Metro's Controller, Katie Cronk. Since January 2017, Ms. Cronk has overseen the agency budget, grant compliance and reporting functions. She prepares for and assists with the fiscal year-end closing procedures, year-end audit and monitoring visits by funders. She trains the accounting, grants and program staff in new compliance or accounting changes that impact the business of Wayne Metro. Her role in overseeing the grant management team allows for better coordination between accounting, budget and outcome compliance.

Programmatic Partnerships

Identify all secured program partners. Please upload a completed Partnership Overview Grid to answer the following questions. For each partner, please provide:

- **Name & Description:** Name of the partner and organization description
- **Partnership Type:** Indicate the type of partnership -- referral, co-location or programmatic integration
- **Specific partnership within the organization:** Indicate if the partnership is for the entire organization or a specific program/service
- **Database:** If available, list the database(s) currently being used by the partner to collect client data
- **Data Points (for integration partners only):** Describe the data points that will be tracked to measure potential impact of the financial counseling on clients of the integration partner
- **Data-Sharing Agreement:** Indicate if there is (or will be) a data-sharing agreement
- **Number of Clients Referred:** Indicate the projected number of FEC clients referred per year from the partner
- **Cross-Training:** Indicate if and how the partner staff will be trained on the FEC model and processes
- **Space:** Describe the space available for the FEC counselor
- **Hours:** For partners that will host a counselor on site, note if plan is for it to be full- or part-time

Question 27*

Partnership Overview Grid Template

Partnership-Grid-Template-FINAL.xlsx

Question 28*

Provide a signed letter of Intent from each partner organization. The letter should answer the following:

- How do you plan to integrate financial counseling into your services?
- How will the financial counseling benefit your clients?
- At what point in your program would you anticipate financial counseling being most effective?
- Describe how you envision your clients being referred or connected to an FEC counselor?
- If you will be hosting a counselor on-site, what challenges do you anticipate experiencing in integrating the FEC counselor within your organization?
- How will you ensure a sufficient volume of clients are referred to and receive counseling?
- How will promote the FEC in your programs or sites?

**Merge all letters into a consolidated PDF*

Partner_Org_LOI.pdf

Question 29*

Provide a brief overview for how partnerships will be managed, including approaches to monitoring numbers and readjusting services and client recruitment and engagement strategies.

The City FEC Manager will be responsible for identifying and developing Detroit FEC partnerships. Once a partner has been identified, the City Manager will work with the partner to develop shared goals, and an MOU. The MOU, which is nonbinding, will be put in place as a good faith effort to adhere to establish partnership goals and will create a formal document in which to evaluate program outcomes by. The MOU will identify organizational points of contact, procedures including partnership procedures, client referrals, incentive structures and evaluation.

The City Manager and Nonprofit Manager will conduct quarterly meetings with program partners, to ensure MOU goals are being met. These meetings will include an evaluation of data, where specific reports will be pulled for the partner to demonstrate client outcomes for the referral, colocation or integration point. These meetings will provide benchmark data to compare progress, and will allow for realignment and outcome adjustment as needed. During the quarterly program partner meetings, client recruitment and engagement practices will be analyzed. The FEC has a marketing and outreach budget, earned media and paid media will be re-evaluated based upon effectiveness through referral data collection.

The City Manager will create a three-tier partnership structure based upon FEC Model best practices as outlines in the FEC Three Year Evaluation Plan; Referral Based Partnerships, Co-Location Partnerships and Integration Partnerships. Co-Location and Integration partnerships will require more intensive management than referral based partnerships. Referral based partnerships can be converted to a higher level partnership by demonstrating the qualitative achievement of their clients referred to the FEC.

Due to the high priority of programs that are current integration points, we expect to the FEC to be in high demand.

FEC Operations**Question 30***

Please provide an overview of initial thinking on how to deploy counselors based on the program partnerships secured, specifically addressing needs based on geography, language, target population, accessible hours, local government priorities, etc.

Detroit FEC counselors will be deployed based upon the City of Detroit/ Wayne County program integration points which include property tax foreclosure prevention, Earned Income Tax Credit (EITC), and workforce development. Tax foreclosure prevention, EITC and workforce development are mayoral priorities, and have been identifying as high priority integrations for phase one, or the first two years, of the Detroit FEC.

Specially, within property tax foreclosure prevention we focus on the following programs: Right of First Refusal (ROR), Wayne County payment plans including SPA and IRSPA's for individuals who are delinquent on their City of Detroit property taxes, occupied buyback programs for both the Wayne County Land Bank and the Detroit Land Bank Authority, and Homeowner Property Tax Assistance Program for low-income Detroit residents eligible for property tax relief. In order to ensure strong integration, the Detroit FEC counselors will be located at the Wayne County Treasurer's Office, United Community Housing Coalition and the Land Bank Offices. We will also locate at City of Detroit Recreation Centers where Workforce program are located.

The Recreation Centers are spread geographically across the City, to ensure access for those with transportation barriers, and access via bus lines. The Recreation Centers have late and weekend hours to accommodate a variety of work schedule for program clients, multiple private offices to ensure client confidentiality and host a variety of programming to protect the program clients reason for visiting the center to avoid the stigma of know "public assistance" locations.

Total number of FEC locations to start with is five; the Northwest Activities Center (west side), Samaritan Center (east side), Wayne County Treasurer's Office (downtown), Wayne Metro, and United Community Housing Coalition. These location are based upon partnerships in place and program integration points. The Northwest Activities Center and Samaritan Center are two of the main Recreation Center hubs for the west and east side of the City – both locations have Workforce development, and other social services including a health clinic, and a host of community based programs that are accessed regularly by residents. 1,000 of residents visit these two recreation centers weekly, and are part of the population that is included in the FEC integration points.

Wayne Metro as the nonprofit service provider has three locations throughout Detroit and Wayne County where clients can meet the FEC counselors. Additionally, Wayne Metro co-locates with other place-based nonprofits for a variety of services, meaning that further locations could be available to clients with real transportation barriers that will not be met by existing locations. These locations also offer language services. In addition, the City of Detroit's Civil Rights Inclusion and Opportunity Department can provide interpretation services at off-site locations when scheduled in advance.

Question 31*

Detail plans for referrals from the FEC to other supportive services (employment, housing, access to benefits, tax preparation, legal, etc.).

As part of the Detroit Financial Empowerment Network, a network of 32 non-profits that meet quarterly as part of the Detroit Financial Empowerment Initiatives through the Mayor's Office, a resource grid is being developed. At the November 2018 FEN meeting, a resource grid was proposed by the City FEC Manager as a way to better connect clients to resources and direct services throughout the City of Detroit and Wayne County. The FEN was receptive to the idea, and a subcommittee will be formed in the second quarter of 2019. The subcommittee will first create a questionnaire for the nonprofit participants to complete in order to best

document which nonprofit provide which services. A detailed grid will be created for nonprofits to use to refer clients. The resource grid will allow the FEC counselors to be aware of all supportive service providers in the city, and will create a seamless pathway for referral to ensure that clients do not get "lost" during the process. United Way for SE Michigan, Accounting Aid Society, and Wayne Metro already have a "warm handoff" referral based system in place that the FEC will utilize. This service is provided through 2-1-1 and their respective call centers.

Question 32*

How will the FECs equipment and telecommunications needs be met? A typical FEC has a desktop/laptop, filing cabinet, scanner, landline or mobile telephone and high-speed internet.

In the Detroit FEC budget, there is a line item for administrative, equipment and supply costs for both the City Manager, and the nonprofit provider. This includes but is not limited to laptops, and cell phones. The recreation centers have office space, desks, filing cabinet, etc. The Department of Neighborhoods has a Facilities Manager that assists other department staff in office space and technology needs (each District Manager has a district office located at a Recreation Center) making equipment and telecommunication needs an easy requirement to meet. The Facilities Manager assists with networking cell phones, laptops, printers and more, and has deep relationships with the Recreation Center Managers.

For non-Recreation Center locations such as the WCT Office, United Community Housing Coalition, etc. each lo-location partners will have an understanding of the FEC space and equipment needs and will provide for those per the partner MOUs.

Funding and Projected Budget

Question 33*

Please complete the Secured Match Funding template for all match funding that has been secured. Upload this along with confirmation letters from each funding source as a consolidated PDF. For each funding source, include:

- Source Name
- Dollar Amount
- Funding term (start date, end date)
- Whether the funding is in-hand or committed
- Whether funding will be held by the local government or a fiscal sponsor
- Letter from funding source confirming grant award to support FEC. If committed, include the estimated date the funding will be in-hand.

SecuredMatchFundingTemplate-FINAL.xlsx

Question 34***Funding Prospects**

What is the overall strategy to secure Year 2 funding? If there are specific prospects, please mention the name of the funding source, any amounts already requested and the next step.

Year two of the Detroit FEC is funded all but \$50,000. The City of Detroit is committed to raising the \$50,000 needed for the funding gap. Currently, the Department of Neighborhoods, in conjunction with the Cities for Financial Empowerment Fund has a Concept Paper into the Ballmer Foundation for \$2.5 million and the Skillman Foundation for \$200,000. Detroit at Work has submitted a JPMorgan Chase Advancing Cities Grant that includes funding for the FEC for \$75,000, but was not awarded. The City is pursuing a WellsFargo US Conference of Mayor's Grant for Returning Citizens integration.

The City of Detroit Development and Grants Management Team has the FEC as a Department of Neighborhoods funding priority and is looking for funding sources for year two and beyond and additional requests are in development. The Grants team is working closely with CFE to set up future meetings with funders such as the Ford Fund, Kresge Foundation, and others.

Question 35***Funding Sustainability**

Please provide any preliminary plans for funding sustainability beyond Year 2.

On December 15, the Mayor's Office and CFE staff met with the Ballmer Group to discuss long term funding for the Detroit FEC. A \$2.5 million ask (over five years) was put on the table. Following the meeting, the Mayor's office was asked to submit a concept paper to Ballmer. Given the receptivity of the Ballmer program officers, we are optimistic that longer term funding will be approved for the FEC. The second path for sustainability beyond year two has to do with writing the FEC into several grant proposals for other departments. The first of these proposals was getting the Workforce Development Dept. to include FEC funding in their JPMC Advancing Cities proposal. Although not awarded, Workforce is starting to involve the City FEC Manager in grant conversations. Other similar partnerships with workforce are being contemplated, as a result of our successful Bank On project with the Detroit Employment Solutions Corp. (DESC) and their summer youth jobs program. Another avenue we are exploring relates to State funding under the Community Action Agency. Wayne Metro is the CAP agency for both City of Detroit and Wayne County. We will be looking at ways to leverage these CAP funds into expanding the FEC counselling program in years three and four.

Question 36*

Please review the FEC Sample Budget Overview and upload a local budget that includes the projected costs of operating the FEC in Year 1. Use the text box below to provide a brief narrative. *Note: In-Kind contributions should be included in the budget, but do not count towards match requirement.*

Detroit FEC Budget Year One.xlsx

Please see the attached year one budget for Detroit. Personnel costs contribute to the largest portion of the budget including the City FEC Manager, and the Nonprofit FEC Manager and financial counselors. Training which is included in the year one budget will reduce significantly in year two due to the counselors onboarding needs to the FEC model. Additional notes are included in the budget overview.

Marketing and Outreach**Question 37***

Detail the FEC outreach and marketing plan, specifically how general awareness for the FECs will be developed, and how outreach will be done in specific neighborhoods or to target populations. Please note the CFE Fund will be providing branding guidelines, as well as marketing templates.

Dee Marx-Prosi, Rose Love and Graham Davis, Communication Specialists for the Mayor's Office will assist the City Manager with the Detroit FEC Marketing and Outreach Plan. The focus will be on client recruitment from Detroit neighborhoods, targeting residents eligible for the program integration points such as tax foreclosure prevention, EITC, and Workforce Development. Additionally, the nonprofit service provider Wayne Metro has a robust marketing team to assist in the public awareness campaign. The public awareness campaign will include print, earned media, social media and electronic communication.

The Detroit FEC will rely heavily on referral, integration and co-location partners to promote the program and conduct outreach within their client population for the FEC. The Detroit FEC will ensure all program partners have printed and electronic materials to assist in their communication efforts. The most significant program partner, and co-leader is the WCT Office. We will rely on the WCT, and a data sharing agreement, to mail information to residents facing property tax delinquency and property tax foreclosure targeted mailings. We will target this population based on preventative and emergency assistance; residents who are one or two years delinquent will receive information prior to entering foreclosure or preventative information, residents who are subject to foreclosure or who have fallen off their payment plan will receive emergency outreach.

The Department of Neighborhoods District Managers will utilize the robust Block Club network throughout the City of Detroit to help disseminate flyers and program information electronically and door to door. The seven AmeriCorp VISTA members will implement our "Grassroots" outreach to barber/beauty/nail salons to disseminate flyers and information to organic gathering spaces through the City.

- Printed marketing materials will include; flyers, brochures, door hangers and posters
- Electronic communication will include: social media, email, and text message outreach
- Earned media will include: print and radio
- "Grassroots" outreach will include: block clubs, neighborhood association, beauty and barber parlors, nail salons, Greek organizations and the faith based community

Question 38*

What are the available local government public communications platforms and how will they be leveraged in support of the FECs?

The City of Detroit, Detroit at Work and The Neighborhoods will utilize their web presence including the official websites and social media platforms to promote the Detroit FEC to Detroit and Wayne County residents.

The City of Detroit has a Digital Media team that manages the City's and department's social media presence. The Digital team works with the City of Detroit Media Services to develop creative and access video and photography services. The Digital team has a wide social media presence and access to the social media platforms listed below:

- Mayor Duggan Facebook: 16,400+
- Mayor Duggan Twitter: 34,000+
- Mayor Duggan Instagram: 2,200+
- City of Detroit Government Facebook: 21,000+
- City of Detroit Government Twitter: 14,200+
- City of Detroit Government Instagram: 13,400+

- Detroit at Work Facebook: 11,000+
- Detroit at Work Twitter: 1,700+
- The Neighborhoods Facebook: 1,400+
- The Neighborhoods Twitter: 2,500+
- The Neighborhoods Instagram: 1,000+

In addition the website, and social media, the City of Detroit utilizes various other communication platforms such as Gov Delivery and new this year, a city-wide quarterly newsletter. Gov Delivery is an enterprise management tool that allows for electronic communications to residents. Each District Manager collects and maintains a dedicated district email list that can be utilized to spread communication, flyers, and information about the Detroit FEC. The City of Detroit newsletter is managed by the Mayor's Communications Team (including Dee and Rose listed above) and can include important information related the FEC such as location, times, how to schedule an appointment, etc. The newsletter is mailed quarterly to every residential property in the City of Detroit.

Counselor Training

As part of the FEC Implementation Proposal, eligible applicants are required to submit a Local Training Plan that details how counselors will be trained in accordance with the requirements and competencies detailed in the FEC Counselor Training Standards. This is a separate application that can be accessed on CFE Fund's grants portal by entering the access code "Training" on the top right-hand corner of the screen.

EXHIBIT A

File Attachment Summary

Applicant File Uploads

- ChelseaNeblett_Resume_2019.pdf
- LOS for CFE Implementation Plan.pdf
- Shama resume 2.27.19 (3).doc
- Partnership-Grid-Template-FINAL.xlsx
- Partner_Org_LOI.pdf
- SecuredMatchFundingTemplate-FINAL.xlsx
- Detroit FEC Budget Year One.xlsx

Printed On: 22 March 2019

2018 Financial Empowerment Center Implementation
Grant

22

EXHIBIT A



EXPERIENCE

FINANCIAL EMPOWERMENT MANAGER

DEPARTMENT OF NEIGHBORHOODS, MAYOR'S OFFICE, JAN. 2018 - PRESENT

Manages Financial Empowerment Initiatives for the City of Detroit, Department of Neighborhoods, Mayor's Office; Financial Empowerment Center, BankOn, Tax Foreclosure Prevention Workgroup, Earned Income Tax Credit Workgroup. Supports Financial Empowerment Initiatives through partnership development, fundraising, supply procurement, marketing and communications, and project management.

SUSTAINABLE COMMUNITIES PROGRAM MANAGER

GRANDMONT ROSEDALE DEVELOPMENT CORPORATION, FEB. 2013-JAN. 2018

Manage Sustainable Communities Program; Crime Prevention Task Force, Vacant Property Task Force, Community Engagement Task Force, Beautification Task Force, and the Northwest Detroit Farmers' Market. Supports the Sustainable Communities Program through volunteer recruitment and outreach, vendor management, supply procurement, marketing and communications, project management and fundraising for sustainable communities initiatives, and as directed by the Grandmont Rosedale Strategic Quality of Life Plan. The Sustainable Communities Program is a comprehensive approach to community development to keep neighborhoods safe and vibrant, and preserve and improve the quality of life for all residents.

ACCOUNT EXECUTIVE

ALPHAGRAPHICS CHICAGO, JULY 2010 - AUGUST 2012

Responsible for printing fulfillment for major advertising, marketing and business firms while adhering to clients' budgets and timelines to produce marketing and communications materials. Managed 25 client accounts with teams up to ten individuals. Fostered relationship development within accounts, resulting in the acquisition of printing and marketing needs for four new departments.



PROJECTS

CO-FOUNDER

LOTS OF LOVE DETROIT

Co-founded Lots of Love Detroit, a free tool lending library on wheels. Service available to residents who need help with community improvement projects; clearing and maintaining vacant lots, creating public spaces, etc. but don't have access to tools or transportation needed to complete the task. Mission is to promote resident engagement and community care in Detroit neighborhoods through the tactical transformation of vacant lots.

BOARD MEMBER

NORTH ROSEDALE PARK CIVIC ASSOCIATION

Board member and Membership Secretary for the North Rosedale Park neighborhood association. Responsible for increasing paid memberships, managing the North Rosedale Park social media accounts and electronic communications.



734.323.2487



chelsea.neblett@gmail.com



16772 Sunderland Dr.
Detroit, MI 48219



EDUCATION

WAYNE STATE UNIVERSITY, DETROIT, MICHIGAN
Master of Urban Planning – in process

MICHIGAN STATE UNIVERSITY, EAST LANSING, MICHIGAN
Bachelor of Public Policy and Public Administration – 2010

MACCORMAC COLLEGE, CHICAGO, ILLINOIS
Associate of Paralegal Studies – 2006



SKILLS



Adobe Creative Suite



Fundraising



Partnership Building



Time Management



Data Handling



Project Management



Community Engagement



734.323.2487



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March 14, 2019

Cities for Financial Empowerment
44 Wall Street, Suite 605
New York, NY 10005

Wayne Metropolitan Community Action Agency (Wayne Metro) fully supports the City of Detroit in its implementation of a Financial Empowerment Center that will support families with no-cost professional financial counseling.

Wayne Metro has the mission to empower people and communities to be strong, health and thriving. As the Community Action Agency serving Wayne County, Michigan, we have been offering many services to Detroit and its residents since 2013. The majority of the families served by our agency are experiencing one or more financial challenge or emergency. To assist these families, Wayne Metro offers services that include short-term emergency financial coaching around payment plans, foreclosure intervention services, and income and asset-building products with financial education and coaching. In fiscal year 2018, we served more than 300 families with foreclosure intervention assistance, including some facing mortgage and property tax foreclosure and some enrolled in the Detroit Land Bank Buy Back program. In addition, we served more than 1,000 Wayne County with counseling and asset-building products to help them achieve financial goals.

Wayne Metro is fully committed to the establishment of the Financial Empowerment Center program in the City of Detroit and is excited to take on the role of the Center's Nonprofit Partner. In support of our role, we have identified the following staff:

- **FEC Operation:**

- Shama Mounzer, Community Navigation Manager, will act as the Nonprofit Program Manager. Ms. Mounzer led our efforts during the CFE Detroit Financial Counseling/Coaching pilot during 2018.
- Three Financial Counselors selected for the project will be trained and fully immersed in the CFE counseling model with the goal of serving 1,440 clients during the first two years of operation.

- **Wayne Metro FEC Task Force:**

- Karen MacDonald, Director of Economic Opportunities, oversees program areas of Financial Capability, Homebuyer Counseling, Foreclosure Intervention, Matched Savings, Tax Preparation, and Family Self-Sufficiency. Ms. MacDonald

will provide the operations team with program design and coordination assistance.

- o Angela Aaron-Benefield, Economic Opportunities Manager, leads a team of three highly trained financial coaches. These coaches possess tools and products to help their clients save, reduce their debt, increase income, and improve their credit.
- o Dannielle Laura, Homeownership Counseling Manager. Ms. Laura has led Wayne Metro's Foreclosure Intervention program for more than 10 years. She is an expert in tax foreclosure. She and her staff provide services for Detroiters attending the Wayne County Treasurer's Show Cause hearings every year.
- o Michelle Robinson, Director of Basic Needs, directs programs in the area of emergency assistance for water, electricity and gas. Her staff serves more than 9,000 residents per year administering assistance and payment plans with soft-touch counseling. Ms. Robinson will support linking the FEC clients to wraparound supports.
- o Lindsay Westin, Foreclosure Coordinator, will be standing by to assist the FEC Financial Counselors with tax foreclosure clients who are eligible for specialized assistance.
- o Stephanie Marchese, Workforce Development Manager, will participate in the task force to help support job readiness and soft skills training initiatives that arise as part of the project.
- o Grant Manager to be identified. The grant manager will work with the team to ensure compliance and reporting to the local government and funders.
- o Shama Mounzer will lead the task force as the direct link to the FEC's Local Government Program Manager.

We appreciate the opportunity to partner with the City of Detroit, the Wayne County Treasurer, and Cities for Financial Empowerment on this exciting project.

Sincerely,


Louis D. Piszker
Chief Executive Officer

Shama Mounzer

4711 Westland ST,
Dearborn, MI 48126
313-478-0041
Ouchi82@yahoo.com

KEY COMPETENCIES

Building effective Teams
Motivating others
Delegation
Program Development
Relationship Building
Time Management
Training
Coordinating
Decision Making
Facilitating Meetings
Planning

TRAITS

Fluent in English and
French
Adaptable
Approachable
Collaborator
Communicator
Contributor
Dependable
Detail Oriented
Flexible
Passionate
Professional
Organized
Reliable
Self-Starter
Strong Learning Agility
Timely

SOFTWARE PROFICIENCIES

Word
Excel
PowerPoint
Microsoft Office
Outlook
Facspro

JOB EXPERIENCE

Community Navigation Manager (10/18-Present) *Wayne Metropolitan Community Action Agency-Detroit, MI*

- Coordinate, with the assistance of the Director and agency planning staff, community engagement events, case management and community resource navigator programming to be implemented by the agency.
- Seek and secure supportive services for people with low income seeking assistance through the provision of information and referral services whether the services are directly provided by Wayne Metro or other community.
- Provide on-going direction and training to include MI Bridges, Financial coaching and self- sufficiency planning, to Case Managers and Community Resource Navigators.
- Seek and secure supportive services for people with low income seeking assistance through the provision of information and referral services whether the services are directly provided by Wayne Metro or other community resources.

LSP Program Coordinator (06/17-09/18) *Wayne Metropolitan Community Action Agency-Detroit, MI*

- Project management oversight for LSP Self-Sufficiency Program and CFE Program.
- Seek and secure supportive services for LSP and CFE clients to curate a diverse offering of services, resources, and activities for clients.
- Maintain up-to-date knowledge of available services; increase the services available to clients; and better coordinate existing services to help clients meet social, physical, and economic needs.
- Train new employees and provide technical assistance to problems.

Direct Service Specialist (09/15-06/17) *Wayne Metropolitan Community Action Agency-Detroit, MI*

- Interviews clients to obtain information necessary to make eligibility determinations and conducts initial intake interviews.
- Process clients for assistance and verifying documentation and paperwork.

Maintains accurate files by processing application, keeping case history files current and responding to client inquiries.

Shama Mounzer

EDUCATION

Lebanese University
B.A.J.-Journalism (Equivalency
available)

MCA Leadership Institute
Non-profit Leadership
Certificate

MI Bridges Train the Trainer
Certificate

Neighbor Works America
Credit counseling certificate

Neighbor Works America
Financial Coaching Certificate

Bank of America
Financial Coaching Certificate

REFERENCES

Abir Bazzi
(313) 424-3262
Early Childhood
Specialist/Director
Star International Academy

Azza Ahmad, MSW
(313) 610-4114
Family Service Worker,
Wayne Metropolitan
Community Action Agency

Nada Zorkot
(313) 522-7322
Case Manager
Access

Family Service Worker (06/14-09/15)

Wayne Metropolitan Community Action Agency-Detroit, MI

- Recruit, enroll and obtain appropriate records of children and families to ensure full enrollment and waitlists.
- Actively participate in parent or group meetings, community collaborations and affiliations in order to advocate for head start children and families.
- Refer families and children to resources within SHS and community organizations for social service needs as necessary.

Outreach Worker (03/10-06/14)

***Wayne Metropolitan Community Action Agency's Development
Department-Detroit, MI***

- Educating and enrolling most of Wayne County residents who receive Medicaid into a managed care program.
- Develop and maintain relationships with staff of local agencies that work directly with the Medicaid population.
- Provide case management services for low- income people.

Teacher (09/07-03/10)

Children's Garden Development Center-Dearborn MI

- Implement curriculum plans.
- Ongoing communication with parents regarding children's activities, behavior, and development, and responded to all parents concerns as they arise.

Journalist (01/05-06/06)

Aliwaa Newspaper-Beirut Lebanon

- Covered political and social issues.
- Reported on a variety of stories citywide. Provided daily coverage of major local events.
- Wrote several stories covering social, economic, and political issues.



ERIC R. SABREE
Wayne County Treasurer

MELANIE KERSEY
Chief Deputy Treasurer

February 19, 2019

Cities for Financial Empowerment
44 Wall Street / Ste. 605
New York, NY 10005

Financial Empowerment Center:

This letter is to document the support and participation of the Wayne County Treasurer's Office in the creation, establishment and continued support of a permanent Financial Empowerment Center (FEC) in Detroit, Wayne County, Michigan. This will be a joint venture of the Wayne County Treasurer's Office and City of Detroit, Mayor's Office.

I agree, as Treasurer of Wayne County, to administer the program through the Wayne Metro Community Action Agency and contribute \$200,000 (two-years at \$100,000 per year) to fund the Financial Empowerment Center. The funds will be used to contract four financial counselors for the FEC. The remaining budget of \$570,000 will be contributed by the Cities for Financial Empowerment Fund and the City of Detroit.

The purpose of this letter is for the required Financial Empowerment Center Implementation plan, to be submitted by the City of Detroit Mayor's Office Department of Neighborhoods, as requested by the Cities for Financial Empowerment.

Sincerely,

A handwritten signature in cursive script, reading "Eric R. Sabree".

Eric R Sabree,
Treasurer

400 Monroe • 5th Floor • Detroit, Michigan 48226
www.treasurer.waynecounty.com

EXHIBIT A



Wayne Metropolitan
Community Action Agency

7310 Woodward Ave. Suite 800
Detroit, MI 48202
Main: (313) 873-6000
Fax: (313) 873-6066

March 14, 2019

Cities for Financial Empowerment
44 Wall Street, Suite 605
New York, NY 10005

Wayne Metropolitan Community Action Agency (Wayne Metro) fully supports the City of Detroit in its implementation of a Financial Empowerment Center that will support families with no-cost professional financial counseling.

Wayne Metro has the mission to empower people and communities to be strong, health and thriving. As the Community Action Agency serving Wayne County, Michigan, we have been offering many services to Detroit and its residents since 2013. The majority of the families served by our agency are experiencing one or more financial challenge or emergency. To assist these families, Wayne Metro offers services that include short-term emergency financial coaching around payment plans, foreclosure intervention services, and income and asset-building products with financial education and coaching. In fiscal year 2018, we served more than 300 families with foreclosure intervention assistance, including some facing mortgage and property tax foreclosure and some enrolled in the Detroit Land Bank Buy Back program. In addition, we served more than 1,000 Wayne County with counseling and asset-building products to help them achieve financial goals.

Wayne Metro is fully committed to the establishment of the Financial Empowerment Center program in the City of Detroit and is excited to take on the role of the Center's Nonprofit Partner. In support of our role, we have identified the following staff:

- **FEC Operation:**

- Shama Mounzer, Community Navigation Manager, will act as the Nonprofit Program Manager. Ms. Mounzer led our efforts during the CFE Detroit Financial Counseling/Coaching pilot during 2018.
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We appreciate the opportunity to partner with the City of Detroit, the Wayne County Treasurer, and Cities for Financial Empowerment on this exciting project.

Sincerely,


Louis D. Piszker
Chief Executive Officer

David Whitaker, Esq.
Director
Irvin Corley, Jr.
Executive Policy Manager
Marcell R. Todd, Jr.
Senior City Planner
Janese Chapman
Deputy Director

John Alexander
LaKisha Barclift, Esq.
M. Rory Bolger, Ph.D., AICP
Elizabeth Cabot, Esq.
Tasha Cowen
Richard Drumb
George Etheridge
Deborah Goldstein

City of Detroit

CITY COUNCIL

LEGISLATIVE POLICY DIVISION
208 Coleman A. Young Municipal Center
Detroit, Michigan 48226
Phone: (313) 224-4946 Fax: (313) 224-4336

3

Christopher Gulock, AICP
Derrick Headd
Marcel Hurt, Esq.
Kimani Jeffrey
Anne Marie Langan
Jamie Murphy
Carolyn Nelson
Kim Newby
Analine Powers, Ph.D.
Jennifer Reinhardt
Sabrina Shockley
Thomas Stephens, Esq.
David Teeter
Theresa Thomas
Kathryn Lynch Underwood
Ashley A. Wilson

TO: Honorable Detroit City Council

FROM: David Whitaker, Director
Legislative Policy Division Staff

DATE: November 4, 2019

RE: Supplemental Report No. 1 to Report on Resolution Submitting Bond Proposal and Authorizing the Issuance of Not to Exceed \$250,000,000 in Unlimited Tax General Obligation Bonds, Series 2020 for the Purpose of Paying the Cost of Eliminating Blight in the City of Detroit through Demolition and Other Blight Remediation Activities

On October 14, 2019, your Honorable Body received a report from the Legislative Policy Division (LPD) on a resolution submitted by the Office of the Chief Financial Officer (OCFO) regarding the proposed issuance of to \$250 million in Unlimited Tax General Obligation (UTGO) bonds¹ to finance the cost of eliminating blight in the City of Detroit through demolition and other blight remediation activities, including the demolition of the remaining abandoned houses and the rehabilitation of some houses ("blight elimination/demolition program") by end of fiscal year (FY) 2025. In addition, the OCFO proposed placing this bond issue on the March 2020 Presidential Ballot for voter approval. The up to \$250 million in UTGO blight bonds, if approved by City Council and the citizens of Detroit, would be paid off from property taxes based on the City of Detroit's property tax debt millage.

In addition, LPD's October 14th report indicated that the Administration desired to complement the \$250 million in UTGO blight bonds with \$250 million in general fund surplus dollars over the course of five years ending in FY 2025, a total of \$500 million, for the blight elimination/demolition program. Given the enormity of this program, the Legislative Policy

¹ Unlimited tax general obligation (UTGO) bonds are voter-authorized bonds paid off from property taxes based on the City of Detroit's property tax debt millage. In contrast, limited tax general obligation (LTGO) bonds are non-voter bonds and paid for out of the City's general fund and are not paid for out of property taxes based on the property tax debt millage.

Division (LPD), along with City Council Members, had many questions on the UTGO blight bonds, and on the merits of the blight elimination/demolition program. LPD's October 14th report included a number of attachments representing the OCFO's/Administration's responses to questions on the UTGO blight bonds as well as a number of presentations from the OCFO/Administration on the UTGO blight bonds.

The primary purpose of this supplemental report is to provide additional responses from the OCFO/Administration to additional questions raised by LPD and City Council Members on the UTGO blight bonds. This supplemental report also provides additional presentations from the OCFO/Administration on the UTGO blight bonds as well as additional reports from LPD on issues associated with the UTGO blight bonds.

The following is a list of attachments, with their respective titles, regarding the additional responses, LPD reports and presentations that are inclusive in this supplemental report:

- Attachment I – Responses to Council Member Raquel Castañeda-López's Questions Regarding the Blight Removal Bond Ballot Question Timing
- Attachment II – OCFO's/Administration's "City Council Blight Removal Bond Concerns Addressed" Presentation
- Attachment III – Responses to Council Member Raquel Castañeda-López's Questions Regarding the Blight Removal Bond Removal Proposal
- Attachment IV – LPD's Report on the Deadline for Ballot Language
- Attachment V – LPD's Report on the Dissolution of the Detroit Land Bank Authority
- Attachment VI – Responses to Council Member Raquel Castañeda-López's Questions Regarding the Blight Removal Bond Ballot Question Timing
- Attachment VII – Responses to LPD's Questions Regarding the Use of Salesforce for Tax Compliance
- Attachment VIII – Responses to Council Member James Tate's Questions Regarding the Blight Removal Bond
- Attachment IX – Responses to Council Member Scott Benson's Questions Regarding the Blight Removal Bond
- Attachment X – Responses to Council Member Gabe Leland's Questions Regarding the Blight Removal Bond
- Attachment XI – OCFO's/Administration's Report on Council Actions on Demolition in Next 12 Months

- Attachment XII – OCFO's/Administration's Supplemental Resolution Confirming the Administration's Commitment to Certain Actions Regarding Implementation of "Bond Proposal Funds" and Policies Governing Related Property, dated October 22, 2019
- Attachment XIII – Responses to Council President Brenda Jones's October 23, 2019 Requests on Blight Removal Bond
- Attachment XIV – OCFO's/Administration's Supplemental Resolution Confirming the Administration's Commitment to Certain Actions Regarding Implementation of "Bond Proposal Funds" and Policies Governing Related Property, revision as of October 28, 2019
- Attachment XV – OCFO's/Administration's "Blight Removal Bond Proposal City Council" Presentation
- Attachment XVI – Responses to LPD's Questions from October 29, 2019

Please let us know if we can provide any more information.

Attachments

cc: David Massaron, Chief Financial Officer
 John Naglick, Chief Deputy CFO Finance Director
 Katherine Hammer, Chief Deputy CFO Policy & Administration Director
 Tanya Stoudemire, OCFO-Deputy CFO, Budget Director
 Office of the Auditor General
 Stephanie Washington, Mayor's Office

Attachment I

Responses to Council Member Raquel Castañeda-Lopez's Questions Regarding
the Blight Removal Bond Ballot Question Timing



2 Woodward Avenue, Suite 1100
Detroit, Michigan 48226

Fax: 313-224-2135
www.detroitmi.gov

MEMORANDUM

TO: Council Member Raquel Castañeda-López

FROM: David Massaron, Chief Financial Officer, City of Detroit
Arthur Jemison, Group Executive for Planning, Housing and Development

DATE: October 11, 2019

RE: Responses Questions about Blight Removal Bond Ballot Question Timing

This memo is in response to questions you provided at the Budget Finance and Administration hearing about the timing of the Blight Removal Bond Ballot Question. At the table you suggested that we move the ballot question to the November election because you project there will be greater voter turnout. After speaking with the demo team, we are concerned about the impact on small contractors if we do not conduct a summer procurement

In the plan laid out by the Mayor, the City will let contracts for 2,400 residential demolitions this winter, 1,900 residential demolition this summer (July, 2020), and 2,400 next winter (January 2021). See the proposal in the table below. Delaying the Ballot Bond Question to next November would cancel the summer 2020 procurement and greatly hurt small companies that staffed up for our program, potentially putting them out of business. These crews would be busy for 270 days, but then work would cease for over 100 days before the next procurement

	FY2020 Jan-Mar	FY2020 Apr-Jun	FY2021 July-Sep	FY2021 Oct-Dec	FY2021 Jan-Mar	FY2021 Apr-Jun
Proposal	2,400		1,900		2,400	
Delayed	2,400					2,500

You also suggested that we set aside all of the 2,400 residential demolitions from the winter procurement for small companies. After conducting analysis with our demo team, we found that there are not enough small companies to complete all 2,400 demolitions. Based on the new procurement methodology, 27 crews are required for 2,400 demolitions (1 crew for each 90 house package). Even with the new small businesses OCP prequalified this summer, we believe small businesses can contribute at most 18 crews. Again, even if all these crews received work in the first procurement, their work would cease for over 100 days prior to the next procurement. What we have heard from many contractor meetings is that small businesses need consistent work with longer times to complete that work. We have heard from contractors that this semiannual approach will help them plan and provide consistent employment for their workers.

Thus we believe bringing the blight removal bond question to voters in the March election is critical to maintaining and growing Detroit's small demolition contractors

Attachment II

OCFO's Administration's "City Council Blight Removal Bond Concerns Addressed" Presentation

City Council Blight Removal Bond Concerns Addressed

October 16, 2019



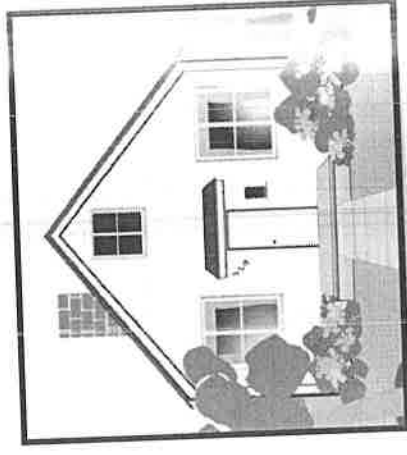
The Administration is Supporting "Pay As You Stay" Legislation



"Pay as You Stay" would help approximately 31,000 homeowners avoid foreclosure:

- 1) Once you enroll, all interest, penalties and fees would be eliminated.
- 2) The balance due would be limited to back taxes only or 10% of a home's taxable value – whichever is less.
- 3) The remaining balance would be paid back over three years at zero percent interest.

Homeowners who qualify for a full or partial Property Tax Exemption and enroll in future years would be eligible for the program.



Payment Example 1:

High Back Taxes, Taxable Value Meets Cap

Iowa St.

Resident Income: \$814/month

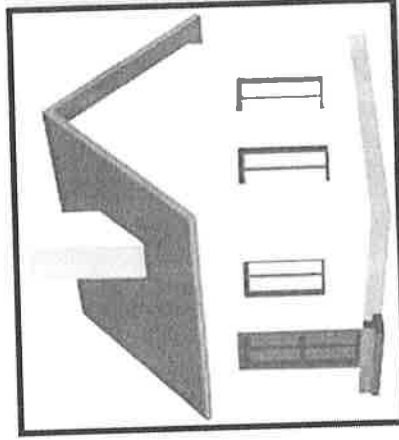
Current Taxable Value: \$10,400

Current Tax Debt: \$11,702

Current JPSA: \$492/month for 5 years

"PAY" Plan: \$29/month for 3 years

The Administration is Supporting "Pay As You Stay" Legislation



Payment Example 2:

Low Back Taxes, Taxable Value Meets Cap

Melbourne Street

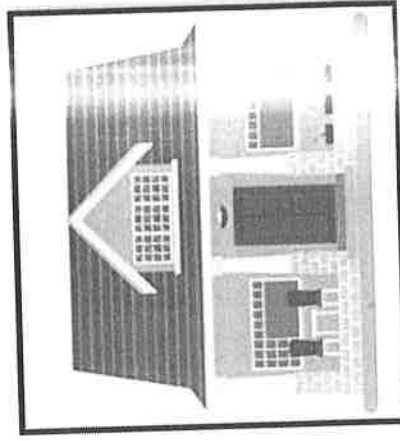
Income: 2018 PTE Qualified

Current Taxable Value: \$4,971

Current Tax Debt: \$980

Current IRSPA: \$50/month for 5 years

IPAYS' Plan: \$14/month for 3 years



Payment Example 3:

No Taxable Value Cap, All Fees Reme

Spencer Street

Income: 2018 PTE Qualified

Current Taxable Value: \$6,272

Current Tax Debt: \$581

Current IRSPA: \$50/month for 5 years

IPAYS' Plan: \$10/month for 3 years

The Administration will propose a new Demolition Division



- Under the proposal, the Detroit Building Authority will no longer be part of demolition.
- Instead, the Housing and Revitalization Department will gain a new Demolition Division that will oversee the demolition program.
- The new Demolition Division will work with OCFO divisions (OCP, ODFS, OB, and Treasury) to budget, procure, pay for and monitor use of bond proceeds for demolitions.
- The Buildings, Safety Engineering and Environmental Department (BSEED) will continue to inspect.
- The Administration will propose an Executive Organization Plan change prior to the end of City Council's session in November, and will propose the funding change with the FY2020-2021 Budget Recommendation.



Delaying the bond question would hurt contractors and potentially increase our cost of borrowing

	FY2020 Jan-Mar	FY2020 Apr-Jun	FY2021 July-Sep	FY2021 Oct-Dec	FY2021 Jan-Mar	FY2021 Apr-Jun
Proposal	2,400		1,900		2,400	
Delayed	2,400					2,500

- Delaying the Ballot Bond Question to next November would cancel the summer 2020 procurement and greatly hurt small companies that staffed up for our program, potentially putting them out of business.
- These crews would be busy for 270 days, but then work would cease for over 100 days before the next procurement.

Delaying the bond question would hurt contractors and potentially increase our cost of borrowing



Spreads remain relatively stable as rates tumble toward 2 yr lows...

Rates Down



Sources: Bloomberg



Attachment III

Responses to Council Member Raquel Castañeda-Lopez's Questions Regarding the Blight Removal Bond Proposal



Office of the
Chief Financial Officer

2 Woodward Avenue, suite 1100
Detroit, Michigan 48226

Phone: 313-224-2233
Fax: 313-224-2135
www.detroitmi.gov

MEMORANDUM

TO: Council Member Raquel Castañeda-López

FROM: David Massaron, Chief Financial Officer, City of Detroit
Arthur Jemison, Group Executive for Planning, Housing and Development

DATE: October 16, 2019

RE: Responses Questions about Blight Removal Bond Proposal

This memo is in response to questions you submitted on October 15, 2019 regarding the Blight Removal Bond Proposal.

1. **Provide a detailed description of the review process for determining whether a structure is eligible for demolition, including:**
 - a. **Details of site review performed by field inspector**
 - b. **Weight given to neighborhood data such as sales history and alignment with City initiatives**
 - c. **Process for soliciting resident feedback**

There are a variety of selection criteria as part of the City of Detroit's residential demolition strategy. All demolition candidates currently in the pipeline were selected by the DBA data team due to one or more of the following:

- A) Neighborhood Characteristics & Amenities. Properties close to parks, schools, recreation centers, or other neighborhood amenities are given priority for demolition. Neighborhood characteristics, such as density, are also taken into account.
- B) Request by City Departments or Agencies. Many demolition targets are owned by the Detroit Land Bank Authority (DLBA). The DLBA uses on-site field inspections to determine the structural integrity and feasibility of repair for every property as it is considered for demolition or sale. Presently, the organization's interior inspections include an assessment of the condition of the foundation, internal support structure, roof, systems, and other general repair needs. These findings are weighed against neighborhood data – including on-market sales data, DLBA sales history, housing vacancy, location of nearby amenities, occupancy trends, and relationship with City-led initiatives – as well as all recorded public inquiries to understand the market and preferences of each community. The DBA also includes requests made through the DBA Demo hotline (1-844-DET-DEMO), and other city departments such as City Council, BSEED, Department of Neighborhoods, and DWSD in the selection process.
- C) Special Projects. Demolitions help supplement other City or DLBA initiatives, such as 20-minute neighborhoods, DLBA sales, road resurfacing, etc.
- D) Geographic Clustering. Demolition candidates near properties already in the pipeline are also targeted. Spatial efficiencies make demolition more effective.



Office of the
Chief Financial Officer

Coleman A. Young Municipal Center
2 Woodward Avenue, suite 1100
Detroit, Michigan 48226

Phone: 313-623-2535
Fax: 313-224-2135
www.detroitmi.gov

E) Zip Codes. In the City's top five (5) zip codes for elevated blood lead levels, demolitions may only occur during the cold months of the year, October through April. In all other zip codes, demolition may occur at any time.

2. Ideally, I would like to see the process proceed as follows: 1) preserve each home by boarding up the entire structure, 2) thoroughly assess each home to determine the cost of repairs and whether the structure can be salvaged, 3) evaluate potential for sale of each property, including through non-traditional financing methods such as land contracts, and 4) demolish remainder.

a. Request that the City conduct a deconstruction pilot to determine the feasibility of incorporating deconstruction into the demolition program on a larger scale. Please share data from previous efforts.

Currently, the General Services Department and Land Bank are working to secure every accessible opening of every vacant and dangerous home in the city.

As properties are secured, the Land Bank inspects the physical condition and structural integrity of each home, and after comparing these findings with available housing market data, public feedback, and alignment with City initiatives, determines the feasibility of rehabilitating each property.

Earlier this year, the Land Bank also formed a Strategic Initiatives unit charged with identifying, evaluating, and piloting innovative and non-traditional sales techniques for the organization. The sales opportunities developed by the Strategic Initiatives team are also considered in the property evaluation process to ensure that every avenue for preservation is contemplated.

The DLBA's Strategic Initiatives team will work with the City to evaluate a land contract sales model and implement a deconstruction pilot.

3. **Given the City's inability to use bond proceeds for foreclosure prevention activities, what commitments will be made within the City budget for funding programs aimed at housing preservation?**

a. **What amount of funding will be allocated in the FY 2020/2021 budget for home repair grants? Can this program be made available for residents who are not seniors?**

b. **Please provide a commitment to purchasing every occupied home in foreclosure.**

We agree that the City's investment in foreclosure prevention is critical to our future, and we need to continue to push out the City's programs aimed to help residents stay in their homes.

Since 2015, occupied foreclosures have decreased by 94% in part due to the work of the City and philanthropies have done to help people stay in their homes. Under the Mayor's leadership, the City ended the Emergency Manager's practice of placing water bills in the property tax foreclosure system. In partnership with UCHC, we organized volunteers from neighborhoods to knock on doors to offer help to those facing foreclosure. And we led the effort to pass House Bill 5882 that allowed delinquent taxpayers to enter into payment plans to avoid foreclosures; 15,000 signed up first year alone.

This month, the Mayor partnered with Wayne County Executive Warren C. Evans, Wayne County Treasurer Eric Sabree, and State Representative Wendell Byrd to propose "Pay As You



Office of the
Chief Financial Officer

2 Woodward Avenue, suite 1100
Detroit, Michigan 48226

Phone: 313-224-2135
Fax: 313-224-2135
www.detroitmi.gov

Stay", a sweeping new approach that, if approved by the state legislature, would assist tens of thousands of Detroiters and Wayne County residents who owe back property taxes avoid foreclosure. Under the "Pay as You Stay" plan, homeowners who qualify for and enroll in a full or partial Property Tax Exemption would be eligible for the program. For those that enroll:

1. All interest, penalties and fees would be eliminated;
2. To reduce an undue burden on homeowners, the balance due would be limited to back taxes only or 10% of a home's taxable value – whichever is less.
3. The remaining balance would be paid back over three years at zero percent interest.

This proposal amounts to a significant investment in those at risk of foreclosure because, if approved by the legislature, we anticipate the City of Detroit will see lost revenue collection. In addition, the City will continue to fund the poverty tax exemption program (currently estimated at \$1.8 million annually in a tax expenditure), which we anticipate will grow due to the PAYS program.

The Operating Budget is determined each year by the Administration and City Council based on the available resources: The Four Year Budget forecasted that the Home Repair Program would be funded at over \$2 million between General Fund and CDBG in FY2021. The four year plan also included \$2.5 million to recapitalize of the 0% Home Repair Program and \$1 million in matching funds for the City's ongoing and special lead hazard Prevention grants for FY2021. In early 2020, the City expects to identify reforms to the all of our Home Repair programs to make them available to more homeowners. In order to maximize impact on low income seniors, we recommend that the program rules for the Senior Home Repair program remain as currently in place. Once reforms have been implemented we will review progress and see if we can expand the program to non-seniors.

We have used our Right of First Refusal and City general fund in a partnership to remove over 1000 people from the occupied foreclosure list. This past year that number was just over 500 down from over 9,000 in 2014. We commit to continuing to use ROR and City resources to keep this number at a "functional zero" but there unfortunately will always be cases that have to go to foreclosure.

4. **I support the citywide neighborhood strategic planning program that has been proposed, however the City should have detailed programs in place for residents to review and from which they can select. Please commit to developing the following land disposition policies/programs:**
 - a. **First right of refusal for neighboring property owners**
 - b. **Priority bidding period for neighbors who reside on the block**
 - c. **Land contract options to expand purchase opportunities to those who may not have access to traditional financing**

Our sales platforms are designed to be blind, in that staff does not touch the bidding process until a winning bidder is identified through online interface. We believe this is the fairest process and protects all bidders by not allowing opportunities for preferential treatment. We are sympathetic to the need for near neighbors to be involved in the process. For this reason, we have implemented Building Blocks. This is a coordinated effort where the DLBA partners with a non-profit, faith-based group, or neighborhood association to sell many homes at once in a concentrated area. Neighbors are invited to participate in advance of the listing date so they are aware of every property that will be made available for sale. Building Blocks also coordinates



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sales with other efforts, including demolition and property maintenance, and promotes collaboration with other agencies to coordinate additional neighborhood activities, such as lawn mowing and street sweeping prior to the event.

Our voluntary, post-sale survey shows 69% of buyers lived in Detroit at the time of purchase, and 67% plan to live in their DLBA home after renovation. Additionally, 61% of respondents indicate they were renters before buying from the DLBA, demonstrating our unique ability to make the dream of homeownership a reality for those systematically excluded from the traditional real estate market.

5. Provide a detailed timeline and cost estimate for conducting strategic planning in all Detroit neighborhoods over the next five years.

Over the next 5 years, the Planning & Development Department intends to complete the planning of all areas of the city. Specifically, this entails implementing planning processes for approximately 15 additional areas of the city, in addition to the 15 plans already completed or currently underway. This next phase of planning will focus on:

- 1) Lower density residential areas that will be impacted the most by blight removal
- 2) What follows once the abandoned and dangerous structures are removed
- 3) Industrial and commercial land uses
- 4) Updating of master plans

For the most part, PDD can complete these plans with existing PDD budget and reflects a continuation of the pace of current department work. However, PDD is evaluating what additional funds may be needed and from where they can be sourced. The department has traditionally used a combination of City GF, Capital and non-City resources to complete its planning work. Through the FY2020-2021 budget process we will evaluate and recommend resources that are needed to meet these goals, subject to available resources.

6. It was indicated that each demolition would cost approximately \$17,000. Does this estimate account for all costs, including administrative, pre-demolition surveys, abatement and fugitive dust mitigation, post-abatement verification, site preparation and cleanup, sidewalk repair, utility shut-off, etc? Provide a comprehensive breakdown of actual costs.

In the past 12 months, the costs paid to demolition contractors is approximately \$20,000 per residential property. This average cost includes:

- The abatement of all safely accessible hazardous/regulated materials
- The demolition of the structure and the removal and disposal of all debris
- The backfill, grading, and seeding of the lot.

Other demolition-related costs, including:

- Hazardous/regulated materials survey approximately \$1,300 /each property
- Post-abatement verification approximately \$107/each property



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- We are holding contractors responsible for excessive damage to sidewalks, and we are working with DPW and DWSD to coordinate underground work and prioritize repairs.

In addition, there are annual operating costs of the demo team, procurement staff, etc. These overhead costs have not been included in the average cost per property because these costs don't change per property and so we are measuring it consistently with the way previous administrations have calculated demo costs.

7. **Provide a detailed description of how the record-keeping and tracking will be performed in order to ensure that demolitions meet the public purpose requirement of the tax exempt bonds.**

See memo attached.

8. **Explain why the Administration is proposing to maintain decentralized demolitions operations, versus establishing a centralized demolition department (exclusive of the Office of the Chief Financial Officer divisions, such as the Office of Contracting and Procurement.)**

We have heard concerns from members of City Council, and we are evaluating ways to streamline the teams.

9. **Disclose any ongoing litigation or investigations into the Detroit Building Authority and the Detroit Land Bank Authority.**

The Special Inspector General for the Troubled Asset Relief Program (SIGTARP) and the City of Detroit Office of the Auditor General are currently conducting audits of the Detroit Demo Program.

The following are DLBA pending litigation. Cases in red font denote litigation arising from the DLBA/DBA Demolition Program.

<u>Case Caption</u>	<u>Case No.</u>	<u>Court</u>
Daniel Murray v DLBA, Rebecca Camargo, Craig Fahle et al.	16-009806-CH	3rd Circuit
Farrow Group Inc. v DLBA	17-002792-CK	3rd Circuit
Pamula Sharp v DLBA, Reginald Scott, Robert Hillery and Stacy Hillery	17-015844-CH	Court of Appeals
Tim Drakeford & Direct Construction Services v DLBA, Tammy Daniels, Irene Tucker et al.	18-12356	Eastern District of Michigan



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<i>Khalil Barakat v DLBA</i>	<i>18-011926-CH</i>	<i>3rd Circuit</i>
<i>Den-Man Contractors, Inc. v DLBA et al.</i>	<i>19-004685-CK</i>	<i>3rd Circuit</i>
<i>Lawanda Turner v DLBA</i>	<i>19-006431-CD</i>	<i>3rd Circuit</i>
<i>Anthony & Eboni Parker v DLBA et al.</i>	<i>19-006708-CZ</i>	<i>3rd Circuit</i>
<i>Joy Rahaman v DLBA</i>	<i>19-241197-SC</i>	<i>36th District Court</i>
<i>MacDonald v DLBA et al.</i>	<i>19-12183</i>	<i>Eastern District of Michigan</i>
<i>DLBA v 5005 32nd Street Detroit Michigan 48210</i>	<i>350231</i>	<i>Michigan Court of Appeals</i>
<i>Green Way Environmental and Bill Scully v DLBA and City of Detroit</i>	<i>19-013334-CZ</i>	<i>3rd Circuit</i>
<i>BBEK and Kevin Woods v DLBA and City of Detroit</i>	<i>19-013361-CZ</i>	<i>3rd Circuit</i>

10. How will the demo tracker be enhanced to provide easily available information to the public, given the inaccessibility of the salesforce platform? How will you ensure that data provided to the public is accurate and inclusive of all demolition costs?

We are always looking for ways to enhance the demo tracker. The first version was launched in the summer of 2016, only after heavy input from the residents and members of the Eastside Community Network. DBA staff attended many meetings at ECN with mock ups of the tracker and engaged the residents on what they wanted to see on it. They wanted to see, in a very simple format, when a demolition near them will happen or has happened, by what contractor and how much was paid to that contractor.



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A few months later and based on additional meetings, an enhanced version of the tracker was released. This version had additional details from DLBA programs. The clear goal is to show residents the work being done around them.

The tracker is synced every morning from Salesforce, the operational platform of the demolition program. Contractors are required by contract to enter data directly into Salesforce, like a "Planned Knockdown Date" for example. That data is automatically shared the next day on the demo tracker the demolition data includes all demolitions for which the City/DLBA has the date that the structure was knocked down, the cost of the demo and abatement paid to the contractor listed, and the contractor since 2014. This count includes all buildings that have been knocked down but may not necessarily have been final graded yet.

For residents that may not have access to the website, a texting service was developed. By texting an address they care about to 313-254-DEMO (3366), residents will receive a text message listing the addresses of structures within 500 feet that are scheduled for demolition and the approximate date of demolition.

We will continue to rely on community feedback to drive updates and changes to the demo tracker.

11. Provide any demolition-related contracts that the Detroit Building Authority has entered into under their own authority, and for which they are currently fully responsible for administering.

- Gayanga (de-watering)
- ATC, PSI, and NTH (environmental services)
- AKT Peerless (backfill monitoring and testing)
- GTJ Consultants, Premier Group, and Detroit Grounds Crew (general supportive services)



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MEMORANDUM

TO: David Massaron, Chief Financial Officer, City of Detroit

FROM: Valerie Agolli, Debt Manager and
Donnie Johnson, Capital Budget Manager

DATE: October 15, 2019

RE: Plan to Monitor Use of Demolition Bond Proceeds for Compliance with
Federal Tax Laws

To support the proposed sale of \$175 million in tax exempt bond proceeds to fund City demolitions, this memo documents the Office of the Chief Financial Officer's (OCFO) plan to monitor the use of the tax-exempt demolition bond proceeds.

Tax-exempt bonds issued by state and local governments are subject to ongoing compliance with federal tax requirements. Under federal tax law, if bonds are classified as "private activity bonds" (as of the issue date or *any time during which the bonds are outstanding*), then the interest on the bonds becomes includable in the federal taxable income of the holders of the bonds, i.e., the bonds are no longer tax-exempt but instead are taxable. The determination of whether bonds are private activity bonds depends on two tests - (1) the private business test, and (2) the private loan financing test. The latter test includes both a private business use test and a private security or payment test. The private payment test is met when more than five percent of the present value of the debt service on the bonds is secured by privately used property or private payments. Private payments include direct or indirect payments with respect to bond-financed properties. In the context of the blight remediation program, private payments could consist of amounts received from either the sale or lease of any properties that were improved with the tax-exempt bonds.



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To monitor the use of the tax-exempt bond proceeds, and to continue to confirm that the private activity test has not been met (and the bonds therefore remain tax-exempt), the OCFO will establish a system to track how each of the properties that was improved with the bond proceeds are ultimately used. For each parcel, which will be identified using the legal parcel number, the OCFO will track:

- a) the total amount of bond proceeds spent on improving the property,
- b) the type of expenditures made with bond proceeds (e.g., demolition cost, preliminary expenditures to prepare for demolition, site preparation)
- c) ownership of the property at time of demolition,
- d) any other city, state, or federal funds used to improve the property, and
- e) the total amount received from the sale or lease (if any) of the property.

The City will track this information in the Salesforce database. The Housing and Redevelopment Department (HRD) and Detroit Building Authority (DBA) will be responsible for entering the expenditure data for each demolition into the database. The Detroit Land Bank Authority (DLBA) will be responsible for entering the ownership and the total amount received from the sale of any residential property. HRD will be responsible for entering the total amount received from the sale of any commercial property into the database.

Attached to this memo, please find an example of a Salesforce case (or parcel) that included a demolition and disposition. The OCFO will work with HRD, DBA and DLBA to add additional fields to Salesforce that will meet OCFO's reporting needs. In the attached document, please find examples of the current fields that will assist with reporting:

- Cost: Asbestos Survey
- Cost: Asbestos Abatement
- Cost: Knock Down
- Cost: Dirt (greening)



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- Cost: Grade (greening)
- Cost: Seed (greening)
- Cost: Sidewalk (greening)
- Knockdown Date
- Demo Contractor
- Acquisition Method
- Acquisition Date

The OCFO, DLBA, HRD and DBA will add additional fields to meet the OCFO's reporting needs, such as:

- Total Expenditures from Tax-Exempt Bond Proceeds
- Total Expenditures from Taxable Bond Proceeds
- Total Expenditures from City General Funds
- Total Expenditures from Community Development Block Grant (CDBG)
- Total Expenditures from Other Funds
- Total Sale Proceeds
- Total Lease or Other Proceeds for Use of Property
- Ownership Status at Demolition
- Current Ownership Status

The DLBA and DBA will sign a compliance agreement with the City covenanting to complete these responsibilities. As part of this agreement, the DLBA will covenant to maintain the information in a database over the life of the bonds.

The OCFO will design and extract a report with this information on a quarterly basis, and at least often enough to measure compliance with the de minimis limitation for the private payment test. In this report, the OCFO will aggregate the total amount received from the sale or other disposition of all of the parcels improved with the bond proceeds and compare that amount to the present value of debt service to be paid on the bonds.



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This will allow the City to determine if the five percent limit for the private payment test is exceeded.

Because Oracle is the system of record for contracted financial data for the City, the OCFO will extract similar information about expenditures from the Oracle database to ensure the standardization of the compliance system. The Auditor General will be invited to audit the compliance system at their convenience.

The OCFO will maintain this compliance tracking system until the earlier of one of the following: (1) the maturity date of the bonds (or any tax-exempt bonds which refund the bonds) or (2) the end of the useful life of the properties financed with the bonds.



Search

Search

Switch to Lightning Experience

Brian Farkas

Help & Training

Home Chatter Accounts

Dashboards

MapAnything

MapAnything Routes

Reports

Suburbs

CBA Commercial Demos

Inquiries

Contractor Info

Customize Page | Printable View | Help for this Page

Case

00120834

Show Feed

[General BSEED \(4\)](#) |
 [Inquiries \(2\)](#) |
 [CBA Services \(2\)](#) |
 [Comments \(0\)](#) |
 [Attachments \(0\)](#) |
 [Open Activities \(0\)](#) |
 [Activity History \(0\)](#) |
 [Case History \(2\)](#) |
 [Approval History \(0\)](#) |
 [Contractor Violations - Properties \(0\)](#) |
 [CBA Field Surveys \(0\)](#) |
 [Post Assessment Violations \(0\)](#) |
 [Sidewalk Repairs \(0\)](#) |
 [Sidewalk Repairs \(Related Case\) \(0\)](#)

Case Detail

[Edit](#) |
 [Delete](#) |
 [Close Case](#) |
 [Sharing](#) |
 [Map](#)

Property	18901 Huntington	Status	For Sale
Parcel ID	22069799	Pipeline	Side Lot
		Status Date	7/10/2019
Transfer Case		Program	Side Lot
Grant Program	HHF5	Priority	High
		Case Record Type	Disp - Side Lot
Property Class (Acct)	Residential-Lot	Interested Entity	
Archived Case URL		BB Failed Date	
MSHDA Demo Lien	YES	BB Failed Reason	
Sale Prep Activity	A-193119	Latest Listing	7/11/2019
Case Record Type (ref)	Disp_Side_Lot	BSEED Final Grade Approved	8/9/2018
PTA Date Filed			
Contact Name (Compliance ref)			
Compliance DNG Email			
Sidewalk Replaced Date			

Case Details

(ref) QT Recorded Date		Subject	Demo - Non-HHF (Non-DLBA) 18901 Huntington 2016-03-29
Quiet Title Batch		Closeout Reason	
5/50 Walver Date		FIE Amount Withheld	
Number of Attempts to Sell	1		
Project Batch			
Description			
BSEED Legal Authority	ODM		

Acquisition Information

Acquisition Method	Transfer-WCT	Transfer Agreement	
Acquisition Date	1/13/2017	Acquisition Amount	\$0.00
Donor Name		Concession Amount	
		Concession Designation	

Signoff Details

Signoff Date

GTJ Survey

GTJ Batch		GTJ Occupancy	Vacant
GTJ Survey Complete	12/21/2016	GTJ Property Secure	No
GTJ Address	18901 Huntington	GTJ Overall Condition	
GTJ Photo Link	http://www.gjg.com/way_bgsets.asp?id=2162928	GTJ Neighborhood Condition	3
GTJ Structure	Yes	GTJ Survey Assessment	Salvage
GTJ Structure Type	Single Family	GTJ Deconstruction Candidate	No
GTJ Notes	10 openings, fire damage.	PhotoRev GTJ-MCM Pass Dt	2/16/2017

Demo Recommendation & Decision

Blight Letter Batch	HHF5 Batch 2	NTP Batch	HHF5 NTP 2.2
Blight Letter Received Date	4/10/2017	NTP Date	4/11/2017
Blight Letter Requested Date	3/13/2017		
Blight Letter Address			
Blight Letter Status	Received		

Asbestos Survey

10/14/2019

Case 00120834 - Salesforce - Enterprise Edition

ASB Survey RFP Group 6 23 17A
 ASB Survey Contractor Name ATC Group Services, LLC
 ASB Survey Status Completed

ASB Survey Date 8/28/2017
 ASB Document URL https://www.google.com/maps/place/ATC+Group+Services,+LLC
 ASB Survey Report Date 9/7/2017
 ASB Survey Status Completed

Asbestos Abatement Estimate & Certification

ASB Abatement Verification Contractor ATC Group Services, LLC
 ASB Verifier Name Charles D. Gheen

ASB Abatement Estimate Min \$424.43
 ASB Abatement Estimate Max \$1,061.09

Asb Abatement Est/Cert RFP 6 23 17A

Utilities

Util: Cut Request Cancel Date

Util: Gas Cut Date 5/17/2017
 Util: Gas Clearance Type Office Clear
 Util: Electric Cut Date 7/5/2017
 Util: Electric Clearance Type Field Verified

Util: Cut Status Double Cut
 Util: Cut Issues

Util: Hazard Notification Date
 Util: Hazard Notification Description

Demo Contractor Details

Demo RFP Group 10.17 17C
 Demo Contractor Salemien Trucking & Excavating Inc.
 Demo Contractor Proceed Date 3/22/2018

Socrata Projected Knocked By Date 7/31/2018
 Planned Knock Down Date 7/24/2018

Asbestos Abatement RFP Group

Asbestos Abatement Date
 Asbestos Abatement Document Link
Asbestos Abatement Document

Asbestos Abatement Contractor Name

Bid Price: Abatement \$891.00
 Bid Price: Demolition \$9,010.00
 Bid Price: Abatement Demo Single Cost
 Bid Price: Total Demo Contractor Amt \$11,813.23
 Socrata Reported Price \$11,813.23

Backfill Complete

Winter Grade Requested

Winter Grade 2nd Request

Winter Grade Inspection Scheduled

Knock Down Date 7/24/2018

Final Grade Requested 8/7/2018
 Final Grade 2nd Request
 Final Grade Inspection Scheduled

Open Hole Requested 7/24/2018

Open Hole Inspection Scheduled

Demo Contractor Hydrant Log
 OBA Field Notes

Demo Returned by Contractor

Returned by Contractor: RFP

HHF Non-Recoverable Cost

Sidewalk Contractor

Demo Cost Details

Cost: GTJ Inspection \$15.00
 Cost: Utility Cut
 Cost: Asbestos Survey \$892.50

Invoice: GTJ
 Invoice: Utility Cut
 Invoice: Asbestos Survey
 Invoice: Asbestos Survey(new) ATC Group Services, LLC 201673

Cost: Asbestos Abatement Estimate \$25.00
 Cost: Asbestos Abatement Certification \$125.00

Invoice: Asb Abatement Estimate ATC Group Services, LLC 2059039
 Invoice: Asb Abatement Certification ATC Group Services, LLC 2059081

Cost: Asbestos Abatement \$891.00
 Cost: Knock & Greening (combined)
 Cost: Knock Down \$9,420.48
 Cost: Dirt (greening) \$934.50
 Cost: Grade (greening) \$311.50
 Cost: Seed (greening) \$155.75
 Cost: Sidewalk (greening)

Invoice: Asbestos Remediation
 Invoice: Asbestos Remediation(new) Salemien Trucking & Excavating Inc. 325201838
 Invoice: Demo Contractor
 Invoice: Demo Contractor(new) Salemien Trucking & Excavating Inc. 330201818
 Winter Grade Withholding
 Invoice: Winter Grade Payout
 Invoice: Winter Grade Payout(new)
 Total Demo Contractor Amt (formula) \$11,813.23
 Bid-Invoice Difference \$0.00

10/14/2019

Case: 00120834 - Salesforce - Enterprise Edition

Demo Change Order AMT
Demo Change Order AMT2
Hydrant Change Order Invoice
Amonet

Demo Change Order Description
Demo Change Order Description2

Demo Misc Costs
Demo Misc Cost Description
Demo Misc Costs 2
Demo Misc Cost Description 2
Demo Misc Costs 3
Demo Misc Cost Description 3
Cost: Clean Fill
Cost: Lot Maintenance
Cost: Project Management

Invoice Misc Demo Cost 2

Invoice Misc Demo Cost 3

Invoice, Clean Fill

Total All Demo Costs \$12,970.73

MATT Cost Details

MATT Status Stage 7 - Post Funding
MATT DE Number 05-22072-18901 Huntingdon

Total: MATT Invoice \$14,095.73
Credit: FIE Funds
MATT Invoice Adjustment (\$1,125.00)
MATT Invoice Adjustment Notes

Miscellaneous Demo Details

PDD Source

Demo Pull Requests

Demo Pull Requested Reason
Demo Pull Staff Recommendation
Demo Pull Executive Determination

Demo Pull Request Notes
Demo Pull Staff Recommendation Date
Demo Pull Executive Determination Date

Demo Pulled Date

Demo Pull Failed

Pipeline History

Demolished ✓
Reviewed by Demo ✓

Sold - Side Lot

Sold - Direct Sale

Sold - Auction

NAP

Drug House

Standard Fields

Case Origin

Contact Name US Mortgage Specialist, LLC Delaware Co.
Contact Account Name General Citizen
Contact Phone

System Information

Created By Brian Forbes, 3/29/2016 2:26 PM
Last Modified By Danek Boudreau, 8/20/2019 1:33 PM

Date/Time Opened 3/29/2016 2:26 PM
Date/Time Closed

Edit Delete Close Case Share Map

Socrata: BSEED Help

Socrata: BSEED

Action	Socrata: BSEED	Action Description	Inspection Date	Inspection Results	CSA Notes	CSA Updated	Building Permit Description	Permit Status
	<u>BSEED-132527</u>	Final Grade Inspection	8/9/2018	OK	F/G CALL FINAL GRADE ACCEPTABLE.	8/10/2018		
	<u>BSEED-131801</u>	Open Hole Demo Inspection	7/26/2018	OK	OH CALL DOWNG DOWN DEBRIS REMOVED SEWER CAPPED REC, OK TO FILL	7/27/2018		
	<u>BSEED-108825</u>		3/13/2018				WRECK AND REMOVE DEBRIS	OPEN
	<u>BSEED-142695</u>							

Inquiries Help

Inquiries

New Inquiry

Action	Inquiry Name	Inquiry Category	Inquiry Sub-Category	Inquiry Date	Contact Name	Inquiry Status	Follow-Up Inquiry Count	Priority	Created By
Edit	<u>INQ-036318</u>	Property Maintenance	Board/Secure	8/22/2017	<u>Rita Ganti</u>	Closed	0	Medium	<u>Trezella Gordo</u> , 8/22/2017 12:45 PM
Edit	<u>INQ-036319</u>	Property Maintenance	Debris, Clean Up	8/22/2017	<u>Rita Ganti</u>	Closed	0	Medium	<u>Trezella Gordo</u> , 8/22/2017 12:49 PM
Edit	<u>INQ-052344</u>	Demolition	Demo Timing	5/21/2018	<u>Rita Ganti</u>	Closed	0	Medium	<u>Temika Bunter</u> , 5/21/2018 10:18 AM
Edit	<u>INQ-053692</u>	Demolition	Demo Timing	6/8/2018	<u>Larissa McClendon</u>	Closed	0	High	<u>Stephane Young</u> , 6/8/2018 4:50 PM
Edit	<u>INQ-047780</u>	Property Maintenance	Board/Secure	3/22/2018	<u>Larissa McClendon</u>	Closed	0	High	<u>Stephane Young</u> , 3/22/2018 2:01 PM
Edit	<u>INQ-008924</u>	Demolition	Report Property Damage	4/15/2015	<u>Rita Ganti</u>	Escalated	0	Medium	<u>Tom Schultz</u> , 6/1/2016 6:41 PM

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Case 00120834 - Salesforce - Enterprise Edition

Edit: [INQ-013591](#) Demolition Demo Request 1/1/1900 [Eileen Finkbeiner III](#) Closed 0 Medium [Ted Schultz](#), 6/3/2016 9:55 AM

DLBA Activities

Side Lot Sale (Only)

Action	DLBA Activity	Record Type	DLBA Activity Type	Sale Status	Product Buyer Status	Activity Date	Activity Status	Days Until Activity Date
	A-246308	Side Lot Sale		For Sale On Site	NO SELECTED BUYER	7/11/2019	Scheduled	0
	A-193119	Sale Preparation				10/10/2018	Scheduled	0

Comments

New Comment

Comments Help

No records to display

Attachments

Attach File

Attachments Help

No records to display

Open Activities

Open Activities Help

No records to display

Activity History

Mail Merge Compliance Email

Activity History Help

No records to display

Case History

Case History Help

Date	User	Action
7/10/2019 5:14 PM	Savannah Robbins	Changed Status from Sales Review to For Sale
7/10/2019 4:13 PM	Savannah Robbins	Changed Status Date from 6/3/2019 to 7/10/2019
		Deleted Reset in Transfer Case
		Changed Transfer Case from Disposition - Side Lot to Reset
		Changed Status from Vacant Land to Sales Review
		Changed Case Record Type from DLBA - Inventory to Disp - Side Lot
		Changed Transfer Case to Disposition - Side Lot.
6/3/2019 9:53 AM	Savannah Robbins	Changed Status Date from 5/28/2019 to 6/3/2019
		Changed Status from Intake Review to Vacant Land
5/28/2019 2:20 PM	Derick Benedict	Changed Status Date from 7/24/2018 to 5/28/2019.
		Deleted Reset in Transfer Case
		Changed Transfer Case from DLBA - Intake Review to Reset
		Changed Status from Demolished to Intake Review
		Changed Case Record Type from Demo - HHF to DLBA - Inventory
		Changed Transfer Case to DLBA - Intake Review
9/7/2018 9:06 AM	Jerry Assam Jr	Changed Case Owner from DLBA Admin to Demolition Team.
9/5/2018 9:04 AM	Derick Benedict	Changed Owner (Assignment) from Demolition Team to DLBA Admin
7/24/2018 4:10 PM	Amber Hine	Changed Status Date from 3/22/2018 to 7/24/2018
		Changed Status from Demo Contracted to Demolished
		Changed Knock Down Date to 7/24/2018
7/19/2018 12:12 PM	Amber Hine	Changed Planned Knock Down Date to 7/24/2018

Approval History

Submit for Approval

Approval History Help

No records to display

Contractor Violations: Properties

New Contractor Violations: Property

Contractor Violations Properties Help

No records to display

DLBA Field Surveys

DLBA Field Surveys Help

No records to display

Post Abatement Verifications

New Post Abatement Verification

Post Abatement Verifications Help

No records to display

Sidewalk Repairs

New Sidewalk Repair

Sidewalk Repairs Help

No records to display

Sidewalk Repairs (Related Case)

Sidewalk Repairs (Related Case) Help

<https://na103.salesforce.com/500j000000B4wJR>

10/14/2019

Case 00120834 ~ Salesforce - Enterprise Edition

New Sidewalk Repair

No records to display

Attachment IV

LPD's Report on the Deadline for Ballot Language


David Whitaker, Esq.
Director
Irvin Corley, Jr.
Executive Policy Manager
Marcell R. Todd, Jr.
Senior City Planner
Janese Chapman
Deputy Director

John Alexander
LaKisha Barclift, Esq.
M. Rory Bolger, Ph.D., AICP
Elizabeth Cabot, Esq.
Tasha Cowen
Richard Drumb
George Etheridge
Deborah Goldstein

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CITY COUNCIL
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Derrick Headd
Marcel Hurt, Esq.
Kimani Jeffrey
Anne Marie Langan
Jamie Murphy
Carolyn Nelson
Kim Newby
Analine Powers, Ph.D.
Jennifer Reinhardt
Sabrina Shockley
Thomas Stephens, Esq.
David Teeter
Theresa Thomas
Kathryn Lynch Underwood
Ashley A. Wilson

TO: The Honorable City Council

FROM: David Whitaker, Director 
Legislative Policy Division Staff

DATE: October 18, 2019

RE: **DEADLINE FOR BALLOT LANGUAGE**

The Legislative Policy Division was asked to confirm whether December 17, 2019, is the deadline for submission of a ballot question for the March 10, 2020, Presidential Primary. According to a schedule created by the Michigan Department of State, December 17th is the last day for ballot wording submitted by the City of Detroit to be certified by Detroit City Clerk's Office. A complete listing of all deadlines applicable to this specific Primary has been attached for your information.



STATE OF MICHIGAN
JOCELYN BENSON, SECRETARY OF STATE
DEPARTMENT OF STATE
LANSING

**March 10, 2020 Presidential Primary
— Dates and Deadlines —**

Refer to Michigan election law (MCL 168.1-992) for referenced statutory provisions.

By 4:00 p.m., November 8, 2019	Secretary of State issues a "list of the individuals generally advocated by the national news media" as potential Republican Party and Democratic Party presidential nominees. (614a)
By 4:00 p.m., November 12, 2019	State chairpersons of the Republican Party and Democratic Party submit a list to the Secretary of State of individuals their respective parties view as potential presidential nominees. (614a)
November 13, 2019	Secretary of State notifies potential presidential nominees of legal provisions relating to Michigan's presidential primary. (614a)
By December 3, 2019	Petitions to place proposals on ballot filed with county and local clerks. (646a)
By 4:00 p.m., December 13, 2019	Potential presidential nominees appearing on lists compiled by Secretary of State and state party chairpersons who do not wish to have their names printed on Michigan's presidential primary ballot or who wish to change their political party affiliation file an affidavit with the Secretary of State. (615a)
By 4:00 p.m., December 13, 2019	Individuals not listed as potential presidential nominees by Secretary of State or state party chairpersons who wish to appear on Michigan's presidential primary ballot file a nominating petition with the Secretary of State. (615a) (Petitions cannot be circulated prior to October 1, 2019. Signature requirements: Republican Party candidate: 11,398; Democratic Party candidate: 11,345).

By 4:00 p.m., December 17, 2019	Ballot wording of proposed and presented to the presidential primary certified to proper clerk; local clerks receiving ballot wording forward to county clerk within two days. (646a)
By January 10, 2020	Final date cities and townships can establish, move or abolish a polling place for the Presidential Primary. (662)
January 10, 2020	Constitutional amendments and legislative referendums which the legislature wishes to place on presidential primary ballot presented to Secretary of State. (Art. 12, Sec. 1)
By January 25, 2020	County clerks deliver absent voter ballots for the Presidential Primary to local clerks. (714)
By January 25, 2020	Delivery of military and overseas AV ballots must begin for the Presidential Primary by this date. All requests received since November 5, 2019 from a military or overseas voter must be honored for all 2020 elections. (759a)
January 30, 2020 through February 18, 2020	Precinct inspectors for Presidential Primary appointed by city and township election commissions. (674)
By February 10, 2020	Notice of voter registration for Presidential Primary published. One notice required. (498)
By February 10, 2020	Clerk shall post and notify the Secretary of State of hours the clerk's office will be open on the Saturday or Sunday or both immediately before the election to issue and receive absent voter ballots. (761b)
By February 10, 2020	Clerk shall post and notify the Secretary of State of any additional locations and hours the clerk will be available to issue and receive absent voter ballots, if applicable. (761b)
February 24, 2020	Last day to register in any manner other than in-person with the local clerk for the Presidential Primary election. (497)
February 25 through 8:00 p.m. March 10, 2020	In-person registration with proof of residency with the local clerk. (497)
By 4:00 p.m., February 28, 2020	Write-in candidates file Declaration of Intent forms. (737a)
By February 29, 2020	County clerks deliver remainder of ballots and election supplies for presidential primary to local clerks. (714)

By March 3, 2020	Notice of Presidential Primary published. One notice required. (653a)
By March 5, 2020	Public accuracy test must be conducted. (R 168.778) Notice of test must be published at least 48 hours before test. (798)
Up to 5:00 p.m., March 6, 2020	Electors may obtain an absent voter ballot via First Class mail. (759)
Up to 4:00 p.m., March 9, 2020	Electors may obtain an absent voter ballot in person in the clerk's office. (761)
Up to 8:00 p.m., March 10, 2020	Election Day registrants with proof of residency may obtain and vote an absent voter ballot in person in the clerk's office or vote in person in the proper precinct. (761)
Up to 4:00 p.m., March 10, 2020	Emergency absentee voting for Presidential Primary. (759b)
March 10, 2020	Presidential Primary (613a)
9:00 a.m., March 12, 2020	Boards of County Canvassers meet to canvass presidential primary. (821)
By March 24, 2020	Boards of County Canvassers complete canvass of presidential primary; county clerks forward results to Secretary of State within 24 hours. (581, 822, 828)
By March 30, 2020	Board of State Canvassers meet to canvass presidential primary. (581)
May 20, 2020	Deadline for the Secretary of State to make available to the public the names, addresses, qualified voter number and political party ballots selected by each elector at the presidential primary. (615c)
By June 8, 2020	County, city and township clerks submit reimbursement requests with verified costs for the conduct of the presidential primary. (624g)

Attachment V

LPD's Report on the Dissolution of the Detroit Land Bank Authority


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Executive Policy Manager
Marcell R. Todd, Jr.
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TO: Detroit City Council

FROM: David Whitaker, Director
Legislative Policy Division 

DATE: October 18, 2019

RE: Disolution of the Detroit Land Bank Authority

The Legislative Policy Division (LPD) has been requested by Council President Pro-Tempore, Mary Sheffield and Councilman Andre Spivey to provide information regarding the dissolution of the Detroit Land Bank Authority (DLBA) and to address how the City receives assets, particularly the vast swaths of vacant real property in its inventory, back from the DLBA after dissolution.

As indicated in prior LPD reports the DLBA is created under an Intergovernmental Agreement between the City of Detroit and the Michigan Land Bank Fast Track Authority (MLB), pursuant to Public Act 258 of 2003, Land Bank Fast Track Act. Under the Second Amended and Restated Intergovernmental Agreement between the City and the MLB (hereinafter the Agreement) the "Initial Term" of the agreement will end on or about December 19, 2023. Pursuant to Section 9.01 of the Agreement, after the Initial Term the DLBA shall continue until terminated by joint action of the Parties and the City Council and Mayor or withdrawal by a Party under Section 9.02 which provides:

Either Party may withdraw from this Agreement after the initial term upon six (6) months notice in writing to the City Authority and Parties as provided under Section 9.01; provided, however, that withdrawal by the City requires the approval of the City council and Mayor.

Prior to the DLBA dissolution, Section 9.03 of the Agreement provides that the DLBA must wind up its affairs as follows:

- (a) All of the City Authority's debts, liabilities, and obligations to its creditors and all expenses incurred in connection with termination of the City Authority and distribution of its assets shall be paid first.
- (b) The remaining assets, if any shall be distributed to any successor entity unless otherwise agreed by the Parties, provided, however, that approval by the City requires the approval of City Council. In the event that no successor entity exist, the remaining assets shall be distributed as directed by the City unless otherwise agreed by the Parties.

As provided in the Intergovernmental Agreement, if the City Council and Mayor approve the withdrawal from the Agreement, the DLBA would be required to wind up all its affairs. In doing so, all of the DLBA's obligations to creditors and any expenses incurred in undertaking the DLBA's dissolution must be paid first. If no successor exist, the remaining assets shall go to the City unless otherwise agreed by the Parties. Once the remaining assets are distributed, the DLBA would no longer exist.

LPD notes that should the DLBA be dissolved there is the likely possibility that tens of thousands of parcels of property will remain. Some strong consideration should be given to the fact that clouds may well exist on the title to much of the properties the DLBA will be expected to turn over after dissolution. In addition, one of the main functions of the DLBA includes the assembly, disposition, and quieting of title to property acquired by the DLBA. The DLBA is provided special tools granted under the Land Bank Fast Track Act to quiet title. The expedited quiet title tool enables the DLBA to provide a clear title to purchasers. This tool allows for the properties to be placed back into productive use in a much more efficient manner than the City could provide. Therefore, a process should be developed to legally clear the titles prior to any mass transfer of properties to the City after dissolution.

LPD has attached its prior report regarding the Dissolution of Quasi Govenmental Authorities for additional reference. If we can be of further assistance please call upon us.

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Executive Policy Manager
Marcell R. Todd, Jr.
Senior City Planner

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Theresa Thomas
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TO: Detroit City Council

FROM: David Whitaker, Director
Legislative Policy Division Staff

DATE: September 24, 2018

RE: Supplemental Report to Dissolution of Quasi-Governmental Authorities
Created by State Enabling Acts

On September 20, 2018, the Legislative Policy Division (LPD), submitted a report regarding the method of dissolution of quasi-governmental entities. LPD is submitting this supplemental report to correct and provide further clarification regarding its initial findings regarding the Detroit Land Bank Authority (DLBA).

In the September 20th report, LPD indicated the time provided in the Intergovernmental Agreement in which the City Council and the Mayor could consider the dissolution of the DLBA after the initial term was on or about September 15, 2018. Upon receiving further information and clarification regarding the minimum five-year duration of the Original Intergovernmental Agreement; the minimum five-year duration of the First Amended and Restated Intergovernmental Agreement; and the minimum ten-year duration of the Second Amended and Restated Intergovernmental Agreement, LPD is correcting its initial report to reflect that the correct end of the Initial Term should be on or about December 19, 2023.

LPD initially reported that the City Council and Mayor could consider dissolution of the City Authority (DLBA) with six-month's notice, after the end of the Initial Term of ten years. It was initially believed that the Initial Term which is defined to begin on the Effective Date was the original date of the Intergovernmental Agreement (IGA) between the City of Detroit (City) and the Michigan Land Bank Fast Track Authority, being September 15, 2008. Although that was the effective date of the Original IGA, the "Effective Date" and the Initial Term was changed in the First Amended and Restated IGA, and the Second Amended and Restated IGA.

To further clarify, the Original IGA under Article VIII, Duration of Agreement provides:

This Agreement and the City Authority shall commence on the Effective Date and shall continue in effect for an initial term of five (5) years and after that until terminated by joint action of the Parties and the City Council or withdrawal by a Party under Section 8.02.

Section 1.07 of the Original IGA identifies the Effective Date as the date in which the Agreement is approved and entered by the Parties. The Original IGA was entered into on or about September 15, 2008, which is the Effective Date of that Agreement. The initial term of five years would have expired on September 15, 2013.

On or about July 18, 2013 the Parties entered into the First Amended IGA which provided under Article VIII, Duration of Agreement:

The City Authority shall commence on the effective date of the Original Agreement and this Agreement shall commence on the Effective Date. The City Authority and this Agreement shall continue through the Initial Term and after that until terminated by joint action of the Parties and the City Council and Mayor or withdrawal by a Party under Section 8.02

This provision indicates the City Authority commenced on September 15, 2008, upon the Parties entering the Original IGA. The Effective Date is then identified as a separate and distinct time frame regarding the underlying Agreement (First Amended IGA). The Effective Date here refers to the First Amended IGA's commencement and is defined in Section 1.09.

Section 1.09 of the First Amended IGA identifies the Effective Date as the date that the Agreement (First Amended IGA) is approved and entered by the Parties. The Effective Date of the First Amended IGA is on or about July 18, 2013. The First Amended IGA provides in Section 1.14 that the Initial Term for the Agreement is "the period ending on the date that is five (5) years following the Effective Date. The Initial Term under the First Amended IGA would have expired on or about July 18, 2018. However, on December 19, 2013 the Parties entered the Second Amended IGA.

The Second Amended IGA under Article IX, Duration of Agreement, Section 9.01 provides:

The City Authority shall commence on the effective date of the Original Agreement and this Agreement shall commence on the Effective Date. The City Authority and this Agreement shall continue through the Initial Term and after that until terminated by joint action of the Parties and the City Council and Mayor or withdrawal by a Party under Section 9.02.

Just as provided in the First Amended IGA, the language in the Second Amended IGA makes a distinction between the "effective date of the Original Agreement", the date the City Authority commenced versus the "Effective Date" the date the Second Amended IGA commenced.

Section 1.08 of the Second Amended IGA indicates the Effective Date is the date that the Agreement is approved and entered by the Parties. More significant is the language in Section 1.12 which provides:

“Initial Term” means the period ending on the date that is ten (10) years following the Effective Date

The Effective Date would be the date in which the Second Amended IGA was entered, on December 19, 2013. According to Section 1.12 the Initial Term would end ten (10) years after the Effective Date or on December 19, 2023. Understanding that at the time the Second Amended IGA was being executed, the City was anticipating receiving federal dollars under the Hardest Hit Funding (HHF) program and would have wanted to extend the life of the DLBA beyond the minimum five-year term. LPD believes based on the language in the three agreements regarding Duration of Agreement, December 19, 2023 is the correct end date of the Initial Term and not September 15, 2018 as previously reported.

LPD also provides clarification regarding page 2, footnote 1, of the September 20th report in that the 90,000 properties the DLBA received consist of the 53,558 from the City and the 44,402 received from the Wayne County Treasurer, as reflected in the DLBA's July 2018 Quarterly Report.

Finally, LPD provides clarification regarding page 3, footnote 2, of the September 20th report, that the \$2 million provided for title insurance was not delivered to the DLBA, but to an escrow account on the DLBA's behalf.

If we can be of further assistance, please call upon us.

Attachment VI

Responses to Council Member Raquel Castañeda-Lopez's Questions Regarding
the Blight Removal Bond Question Timing



2 Woodward Avenue, suite 1100
Detroit, Michigan 48226

Fax: 313-224-2135
www.detroitmi.gov

MEMORANDUM

TO: Council Member Raquel Castañeda-López

FROM: David Massaron, Chief Financial Officer, City of Detroit
Arthur Jemison, Group Executive for Planning, Housing and Development

DATE: October 21, 2019

RE: Responses Questions about Blight Removal Bond Ballot Question Timing

This memo is in response to questions you provided at the Budget, Finance and Administration hearing about the timing of the Blight Removal Bond Ballot Question. At the table, you suggested that we move the ballot question to the November election because you project there will be greater voter turnout. After speaking with the demo team, we are concerned about the impact on small contractors if we do not conduct a summer procurement.

In the plan laid out by the Mayor, the City will let contracts for 2,400 residential demolitions this winter, 1,900 residential demolition this summer (July, 2020), and 2,400 next winter (January 2021). See the proposal in the table below and in the attached Gantt chart. Delaying the Ballot Bond Question to next November would cancel the summer 2020 procurement and greatly hurt small companies that staffed up for our program, potentially putting them out of business. These crews would be busy for 270 days, but then work would cease for over 100 days before the next procurement.

As you can see in the chart below and in the attached Gantt chart, if we miss the summer procurement, we would procure 1,800 fewer demolitions over this period of time than in the proposal. The demo team projects that currently there isn't enough contractor capacity to perform more than 2,500 demolitions efficiently.

	FY2020	FY2020	FY2021	FY2021	FY2021	FY2021
	Jan-Mar	Apr-Jun	July-Sep	Oct-Dec	Jan-Mar	Apr-Jun
Proposal	2,400		1,900		2,400	
Delayed	2,400					2,500

You also suggested that we set aside all of the 2,400 residential demolitions from the winter procurement for small companies. After conducting analysis with our demo team, we found that there are not enough small companies to complete all 2,400 demolitions. Based on the new procurement methodology, 27 crews are required for 2,400 demolitions (1 crew for each 90 house package). Even with the new small businesses OCP prequalified this summer, we believe small businesses can contribute at most 18 crews. Again, even if all these crews received work in the first procurement, their work would cease for over 100 days prior to the next procurement. What we have heard from many contractor meetings is that small businesses need consistent work with longer times to complete that work. We have heard from contractors



Office of the
Chief Financial Officer

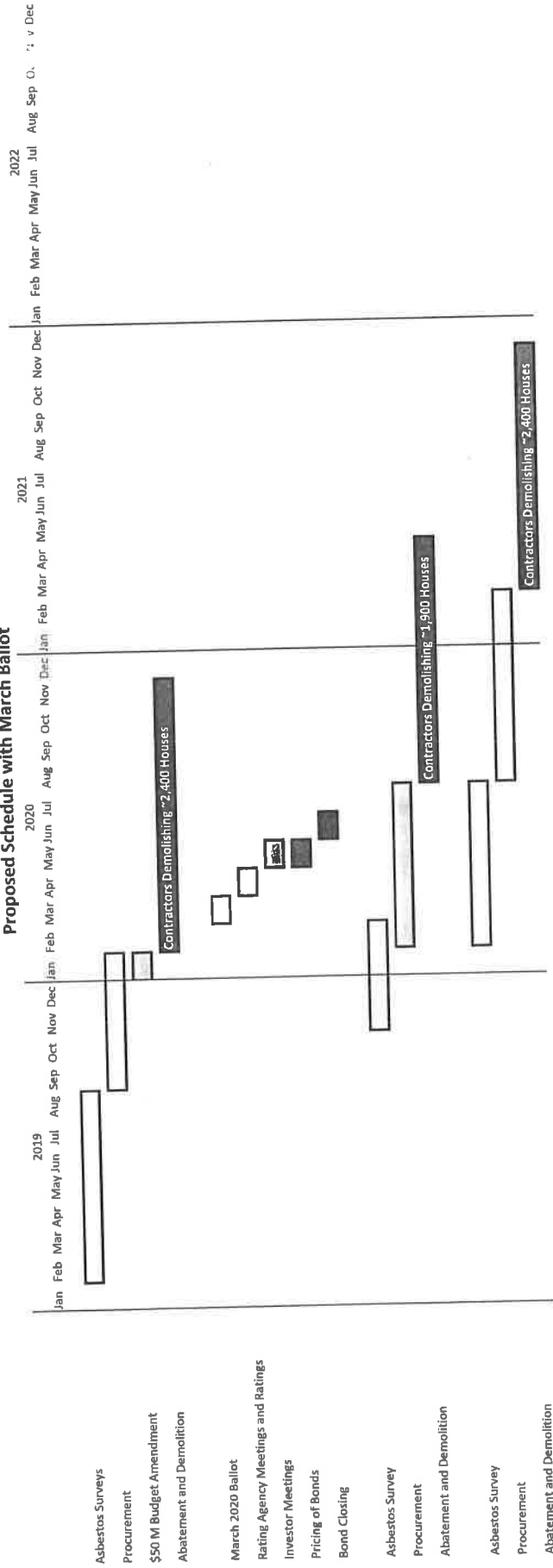
Colonial A. Young Municipal Center
2 Woodward Avenue, suite 1100
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Fax: 313-224-2135
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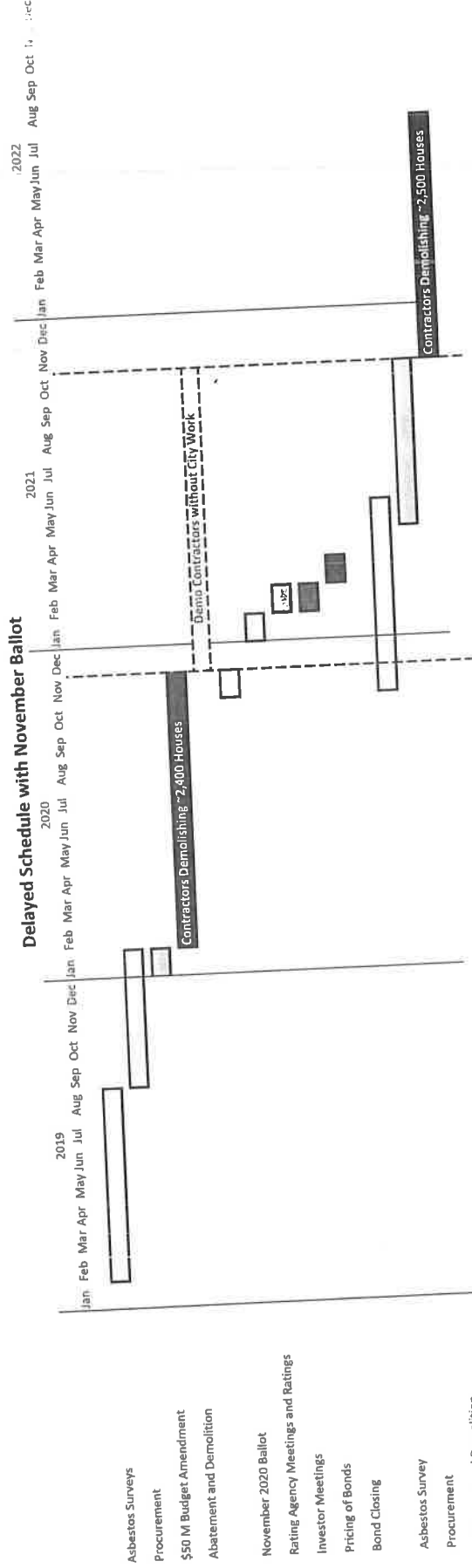
that this semiannual approach will help them plan and provide consistent employment for their workers.

Thus we believe bringing the blight removal bond question to voters in the March election is critical to maintaining and growing Detroit's small demolition contractors.

Proposed Schedule with March Ballot



Delayed Schedule with November Ballot





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Detroit, Michigan 48226

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www.detroitmi.gov

MEMORANDUM

TO: David Massaron, Chief Financial Officer, City of Detroit

FROM: Valerie Agolli, Debt Manager and
Donnie Johnson, Capital Budget Manager

DATE: October 15, 2019

RE: Plan to Monitor Use of Demolition Bond Proceeds for Compliance with
Federal Tax Laws

To support the proposed sale of \$175 million in tax exempt bond proceeds to fund City demolitions, this memo documents the Office of the Chief Financial Officer's (OCFO) plan to monitor the use of the tax-exempt demolition bond proceeds.

Tax-exempt bonds issued by state and local governments are subject to ongoing compliance with federal tax requirements. Under federal tax law, if bonds are classified as "private activity bonds" (as of the issue date or *any time during which the bonds are outstanding*), then the interest on the bonds becomes includable in the federal taxable income of the holders of the bonds, i.e., the bonds are no longer tax-exempt but instead are taxable. The determination of whether bonds are private activity bonds depends on two tests - (1) the private business test, and (2) the private loan financing test. The latter test includes both a private business use test and a private security or payment test. The private payment test is met when more than five percent of the present value of the debt service on the bonds is secured by privately used property or private payments. Private payments include direct or indirect payments with respect to bond-financed properties. In the context of the blight remediation program, private payments could consist of amounts received from either the sale or lease of any properties that were improved with the tax-exempt bonds.



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To monitor the use of the tax-exempt bond proceeds, and to continue to confirm that the private activity test has not been met (and the bonds therefore remain tax-exempt), the OCFO will establish a system to track how each of the properties that was improved with the bond proceeds are ultimately used. For each parcel, which will be identified using the legal parcel number, the OCFO will track:

- a) the total amount of bond proceeds spent on improving the property,
- b) the type of expenditures made with bond proceeds (e.g., demolition cost, preliminary expenditures to prepare for demolition, site preparation)
- c) ownership of the property at time of demolition,
- d) any other city, state, or federal funds used to improve the property, and
- e) the total amount received from the sale or lease (if any) of the property.

The City will track this information in the Salesforce database. The Housing and Redevelopment Department (HRD) and Detroit Building Authority (DBA) will be responsible for entering the expenditure data for each demolition into the database. The Detroit Land Bank Authority (DLBA) will be responsible for entering the ownership and the total amount received from the sale of any residential property. HRD will be responsible for entering the total amount received from the sale of any commercial property into the database.

Attached to this memo, please find an example of a Salesforce case (or parcel) that included a demolition and disposition. The OCFO will work with HRD, DBA and DLBA to add additional fields to Salesforce that will meet OCFO's reporting needs. In the attached document, please find examples of the current fields that will assist with reporting:

- Cost: Asbestos Survey
- Cost: Asbestos Abatement
- Cost: Knock Down
- Cost: Dirt (greening)



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- Cost: Grade (greening)
- Cost: Seed (greening)
- Cost: Sidewalk (greening)
- Knockdown Date
- Demo Contractor
- Acquisition Method
- Acquisition Date

The OCFO, DLBA, HRD and DBA will add additional fields to meet the OCFO's reporting needs, such as:

- Total Expenditures from Tax-Exempt Bond Proceeds
- Total Expenditures from Taxable Bond Proceeds
- Total Expenditures from City General Funds
- Total Expenditures from Community Development Block Grant (CDBG)
- Total Expenditures from Other Funds
- Total Sale Proceeds
- Total Lease or Other Proceeds for Use of Property
- Ownership Status at Demolition
- Current Ownership Status

The DLBA and DBA will sign a compliance agreement with the City covenanting to complete these responsibilities. As part of this agreement, the DLBA will covenant to maintain the information in a database over the life of the bonds.

The OCFO will design and extract a report with this information on a quarterly basis, and at least often enough to measure compliance with the de minimis limitation for the private payment test. In this report, the OCFO will aggregate the total amount received from the sale or other disposition of all of the parcels improved with the bond proceeds and compare that amount to the present value of debt service to be paid on the bonds.



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This will allow the City to determine if the five percent limit for the private payment test is exceeded.

Because Oracle is the system of record for contracted financial data for the City, the OCFO will extract similar information about expenditures from the Oracle database to ensure the standardization of the compliance system. The Auditor General will be invited to audit the compliance system at their convenience.

The OCFO will maintain this compliance tracking system until the earlier of one of the following: (1) the maturity date of the bonds (or any tax-exempt bonds which refund the bonds) or (2) the end of the useful life of the properties financed with the bonds.

10/14/2019

Case: 00120834 - Salesforce - Enterprise Edition



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Case Detail

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Property	18901 Huntington	Status	For Sale
Parcel ID	22089799.	Pipeline	Side Lot
		Status Date	7/10/2019
Transfer Case		Program	Side Lot
Grant Program	HHF5	Priority	High
		Case Record Type	Disp - Side Lot
Property Class (Acct)	Residential-Lot	Interested Entity	
Archived Case URL		BB Failed Date	
MSHDA Demo Lian	YES	BB Failed Reason	
Sale Prep Activity	A-193119	Latest Listing	7/11/2019
Case Record Type (ref)	Disp_Side_Lot	BSEED: Final Grade Approved	8/9/2018
PTA Date Filed			
Contact Name (Compliance ref)			
Compliance DNG Email			
Sidewalk Replaced Date			

Case Details

(ref) QT Recorded Date	Subject	Demo - Non-HHF (Non-DLBA) 18901 Huntington 2016-03-29
Quiet Title Batch	Closeout Reason	The Assessor Withdraw
S/SO Waiver Date		
Number of Attempts to Sell		
Project Batch		
Description		
BSEED Legal Authority	ODM	
Acquisition Information	Transfer Agreement	
Acquisition Method	Acquisition Amount	\$0.00
Acquisition Date	Concession Amount	
Donor Name	Concession Designation	

Signoff Details

Signoff Date

GTJ Survey

GTJ Batch	GTJ Occupancy	Vacant
GTJ Survey Complete	GTJ Property Secure	No
GTJ Address	GTJ Overall Condition	
GTJ Photo Link	GTJ Neighborhood Condition	3
GTJ Structure	GTJ Survey Assessment	Salvage
GTJ Structure Type	GTJ Deconstruction Candidate	No
GTJ Notes	PhotoRev GTJ-MCM Pass Dt	2/16/2017

Demo Recommendation & Decision

Blight Letter Batch	HHF5 Batch 2	NTP Batch	HHF5 NTP 2.2
Blight Letter Received Date	4/10/2017	NTP Date	4/11/2017
Blight Letter Requested Date	3/13/2017		
Blight Letter Address			
Blight Letter Status	Received		

Asbestos Survey

<https://na103.salesforce.com/500j000000B4wjR>

1/5

10/14/2019

Case: 00120834 ~ Salesforce - Enterprise Edition

ASB Survey RFP Group 6,23,17A
 ASB Survey Contractor Name ATC Group Services, LLC
 ASB Survey Status Completed

ASB Survey Date 8/28/2017
 ASB Document URL <https://na103.salesforce.com/0000000B4wJkR>

Asbestos Abatement Estimate & Certification

ASB Abatement Verification Contractor ATC Group Services, LLC
 ASB Verifier Name Charles D. Gheen

ASB Abatement Estimate Max \$424.43
 ASB Abatement Estimate Max \$1,081.09

Asb Abatement Est/Cert RFP 6,23,17A

Utilities

Util: Cut Request Cancel Date

Util: Cut Status Double Cut
 Util: Cut Issues

Util: Gas Cut Date 5/17/2017
 Util: Gas Clearance Type Office Clear
 Util: Electric Cut Date 7/5/2017
 Util: Electric Clearance Type Field Verified

Util: Hazard Notification Date
 Util: Hazard Notification Description

Demo Contractor Details

Demo RFP Group 10,17,17C
 Demo Contractor Salvation Trucking & Excavating Inc.
 Demo Contractor Proceed Date 3/22/2018

Socrata Projected Knocked By Date 7/31/2018
 Planned Knock Down Date 7/24/2018

Asbestos Abatement RFP Group

Asbestos Abatement Contractor Name

Asbestos Abatement Date
 Asbestos Abatement Document Link
 Asbestos Abatement Notes

Bid Price: Abatement \$891.00
 Bid Price: Remediation \$9,010.00
 Bid Price: Abatement & Remediation **Single Cost**
 Bid Price: Total Demo Contractor Amt \$11,813.23
 Socrata Reported Price \$11,813.23

Backfill Complete
 Winter Grade Requested
 Winter Grade 2nd Request
 Winter Grade Inspection Scheduled

Knock Down Date 7/24/2018

Final Grade Requested 8/7/2018
 Final Grade 2nd Request
 Final Grade Inspection Scheduled

Open Hole Requested 7/24/2018
 Open Hole Inspection Scheduled

Demo Contractor Hydrant Log
 DBA Field Notes

Demo Returned by Contractor
 Returned by Contractor: RFP
 HHF Non-Recoverable Cost

Sidewalk Contractor

Demo Cost Details

Cost: GTJ Inspection \$15.00
 Cost: Utility Cut
 Cost: Asbestos Survey \$862.50

Invoice: GTJ
 Invoice: Utility Cut
 Invoice: Asbestos Survey
 Invoice: Asbestos Survey(new) ATC Group Services, LLC, 2091670

Cost: Asbestos Abatement Estimate \$25.00
 Cost: Asbestos Abatement Certification \$125.00

Invoice: Asb Abatement Estimate ATC Group Services, LLC, 2091670
 Invoice: Asb Abatement Certification ATC Group Services, LLC, 2099051

Cost: Asbestos Abatement \$891.00
 Cost: Knock & Greening (combined)
 Cost: Knock Down \$9,420.48
 Cost: Dirt (greening) \$934.50
 Cost: Grade (greening) \$311.50
 Cost: Seed (greening) \$155.75
 Cost: Sidewalk (greening)

Invoice: Asbestos Remediation
 Invoice: Asbestos Remediation(new) Salvation Trucking & Excavating Inc., 52520180R
 Invoice: Demo Contractor
 Invoice: Demo Contractor(new) Salvation Trucking & Excavating Inc., 53020181R
 Invoice: Winter Grade Payout
 Invoice: Winter Grade Payout(new)
 Total: Demo Contractor Amt (formula) \$11,813.23
 Bid-Invoice Difference \$0.00

10/14/2019

Case: 00120834 ~ Salesforce - Enterprise Edition

Demo Change Order AMT
 Demo Change Order AMT2
 Hydrant Change Order Invoice
 Amount

Demo Change Order Description
 Demo Change Order Description2

Demo Misc Costs
 Demo Misc Cost Description
 Demo Misc Costs 2
 Demo Misc Cost Description 2
 Demo Misc Costs 3
 Demo Misc Cost Description 3
 Cost: Clean Fill
 Cost: Lot Maintenance
 Cost: Project Management

Invoice: Misc Cost(new)
 Invoice: Misc Demo Cost 2
 Invoice: Misc Demo Cost 3

Invoice: Clean Fill
 Total: All Demo Costs \$12,970.73

MATT Cost Details

MATT Status Stage 7 - Post Funding
 MATT DE Number D5-22072-18901 Huntington

Total: MATT Invoice \$14,096.73
 Credit: FIE Funds
 MATT Invoice Adjustment (\$1 125.00)
 MATT Invoice Adjustment Notes

Miscellaneous Demo Details

PDD Source

Demo Pull Requests

Demo Pull Requested Reason
 Demo Pull Staff Recommendation
 Demo Pull Executive
 Determination

Demo Pull Request Notes
 Demo Pull Staff Recommendation
 Date
 Demo Pull Executive
 Determination Date
 Demo Pulled Date
 Demo Pull Failed

Pipeline History

Demolished ✓
 Reviewed by Demo ✓
 NAP
 Drug House

Sold - Side Lot
 Sold - Direct Sale
 Sold - Auction

Standard Fields

Case Origin

Contact Name US Mortgage Specialist, LLC Delaware Co.
 Contact Account Name General Citizen
 Contact Phone

System Information

Created By Brian Farkas, 3/29/2016 2:26 PM
 Last Modified By Derick Benedict, 8/20/2019 1:33 PM

Date/Time Opened 3/29/2016 2:26 PM
 Date/Time Closed

Edit Delete Close Case Sharing Map

Socrata: BSEED Help

Socrata: BSEED

Action	Socrata: BSEED	Action Description	Inspection Date	Inspection Results	CSA Notes	CSA Updated	Building Permit Description	Permit Status
	<u>BSEED-132627</u>	Final Grade Inspection	8/9/2018	OK	F/G CALL FINAL GRADE ACCEPTABLE.	8/10/2018		
	<u>BSEED-131801</u>	Open Hole Demo Inspection	7/28/2018	OK	OH CALL DWLG DOWN DEBRIS REMOVED SEWER CAPPED. REC. OK TO FILL	7/27/2018		
	<u>BSEED-109825</u>		3/13/2018				WRECK AND REMOVE DEBRIS	OPEN
	<u>BSEED-142695</u>							

Inquiries

New Inquiry

Inquiries Help

Action	Inquiry Name	Inquiry Category	Inquiry Sub-Category	Inquiry Date	Contact Name	Inquiry Status	Follow-Up Inquiry Count	Priority	Created By
Edit	<u>INQ-035318</u>	Property Maintenance	Board/Secure	8/22/2017	<u>Rita Gantt</u>	Closed	0	Medium	<u>Trezella Goodin</u> , 8/22/2017 12:45 PM
Edit	<u>INQ-038319</u>	Property Maintenance	Debris, Clean Up	8/22/2017	<u>Rita Gantt</u>	Closed	0	Medium	<u>Trezella Goodin</u> , 8/22/2017 12:49 PM
Edit	<u>INQ-052044</u>	Demolition	Demo Timing	5/21/2018	<u>Rita Gantt</u>	Closed	0	Medium	<u>Terrika Bunton</u> , 5/21/2018 10:18 AM
Edit	<u>INQ-053692</u>	Demolition	Demo Timing	8/8/2018	<u>Latrice McClendon</u>	Closed	0	High	<u>Stephanie Young</u> , 8/8/2018 4:50 PM
Edit	<u>INQ-047780</u>	Property Maintenance	Board/Secure	3/22/2018	<u>Latrice McClendon</u>	Closed	0	High	<u>Stephanie Young</u> , 3/22/2018 2:01 PM
Edit	<u>INQ-008924</u>	Demolition	Report Property Damage	4/16/2015	<u>Rita Gantt</u>	Escalated	0	Medium	<u>Ted Schultz</u> , 6/1/2016 6:41 PM

<https://na103.salesforce.com/500j000000B4wjR>

3/5

10/14/2019

Case: 00120834 ~ Salesforce - Enterprise Edition

Edit [INQ-013591](#) Demolition Demo Request 1/1/1900 [Edna Fawceter III](#) Closed 0 Medium [Ted Schultz](#) 6/3/2016 9:55 AM

DLBA Activities

Action	DLBA Activity	Record Type	DLBA Activity Type	Sale Status	Prospective Buyer Status	Activity Date	Activity Status	Days Until Activity Date
	A-246308	Side Lot Sale		For Sale On Site	NO SELECTED BUYER	7/11/2019	Scheduled	0
	A-193119	Sale Preparation				10/10/2018	Scheduled	0

Comments

New Comment

Comments Help

No records to display

Attachments

Attach File

Attachments Help

No records to display

Open Activities

Open Activities Help

No records to display

Activity History

Mail Merge Compliance Email

Activity History Help

No records to display

Case History

Case History Help

Date	User	Action
7/10/2019 5:14 PM	Savannah Robbins	Changed Status from Sales Review to For Sale
7/10/2019 4:13 PM	Savannah Robbins	Changed Status Date from 6/3/2019 to 7/10/2019.
		Deleted Reset in Transfer Case
		Changed Transfer Case from Disposition - Side Lot to Reset.
		Changed Status from Vacant Land to Sales Review.
		Changed Case Record Type from DLBA - Inventory to Disp - Side Lot
		Changed Transfer Case to Disposition - Side Lot.
6/3/2019 9:53 AM	Savannah Robbins	Changed Status Date from 5/28/2019 to 6/3/2019
		Changed Status from Intake Review to Vacant Land.
5/28/2019 2:20 PM	Derrick Benedict	Changed Status Date from 7/24/2018 to 5/28/2019.
		Deleted Reset in Transfer Case.
		Changed Transfer Case from DLBA - Intake Review to Reset
		Changed Status from Demolished to Intake Review.
		Changed Case Record Type from Demo - HHF to DLBA - Inventory
		Changed Transfer Case to DLBA - Intake Review.
9/7/2019 9:06 AM	Jenny Assam Jr.	Changed Case Owner from DLBA Admin to Demolition Team
9/5/2018 9:04 AM	Derrick Benedict	Changed Owner (Assignment) from Demolition Team to DLBA Admin.
7/24/2018 4:10 PM	Amber Hine	Changed Status Date from 3/22/2018 to 7/24/2018.
		Changed Status from Demo Contracted to Demolished.
		Changed Knock Down Date to 7/24/2018
7/19/2018 12:12 PM	Amber Hine	Changed Planned Knock Down Date to 7/24/2018

Approval History

Submit for Approval

Approval History Help

No records to display

Contractor Violations: Properties

New Contractor Violations: Property

Contractor Violations: Properties Help

No records to display

DLBA Field Surveys

DLBA Field Surveys Help

No records to display

Post Abatement Verifications

New Post Abatement Verification

Post Abatement Verifications Help

No records to display

Sidewalk Repairs

New Sidewalk Repair

Sidewalk Repairs Help

No records to display

Sidewalk Repairs (Related Case)

Sidewalk Repairs (Related Case) Help

<https://na103.salesforce.com/500j000000B4wjR>

10/14/2019

Case: 00120834 ~ Salesforce - Enterprise Edition

New Sidewalk Repair

No signature required

Attachment VII

Responses to LPD's Questions Regarding the Use of Salesforce for Tax Compliance



Office of the
Chief Financial Officer

2 Woodward Avenue, suite 1100
Detroit, Michigan 48226

Fax: 313 -224-2135
www.detroitmi.gov

MEMORANDUM

TO: Irvin Corley, Jr., Executive Policy Manager, Detroit City Council Legislative Policy Division

FROM: David Massaron, Chief Financial Officer, City of Detroit
Beth Niblock, Chief Information Officer, City of Detroit
Saskia Thompson, Director, Detroit Land Bank Authority
Arthur Jemison, Group Executive for Planning, Housing and Development

DATE: October 21, 2019

RE: Responses Questions on the use of Salesforce for Tax Compliance

In addition to addressing your written questions, we wanted to address concerns you brought up at the BF&A hearing about the use of Salesforce to assist with compliance tracking for the proposed bonds.

As we plan how best to monitor the long-term disposition of the properties, we need a database that tracks by property our initial investment from bond proceeds and the long-term disposition. While Treasury could create a new database for this, we thought it was more prudent to use an existing system that already tracks our demolition and disposition of properties. The attached example shows how this property at 18901 Huntington was demolished using HHF funds on July 24, 2018, and today this property is available for sale as a side lot. Although we need to add fields to this existing database, these will be relatively simple customizations to a well-functioning system.

Currently Salesforce is used to track properties using HHF grant fund sources for federal reporting in a field called "Grant Program". In the example above, the property was demolished using HHF5 funds. A similar field for Blight Bond source would be created and would be able to easily pull reports for every property that has used bond funding for any reason.

As with most systems, each user has a profile with security access based on their role. There is an audit trail for each entry into the system, so if a mistake is made, we can see the source. The system is and will be backed up and stored securely. We will also be able to cross check expenditure entries into this system with exports from Oracle, our financial system of record.

As part of the Land Bank's tax compliance certificate, they will agree to provide regular exports from the system to the City. The OCFO will store the data from the extracts so that if Salesforce information is not available for any reason, the OCFO will have up to date data to rely on.

For your background Salesforce is an American cloud-based software company headquartered in San Francisco with clients around the world. Salesforce sells a complementary suite of enterprise applications focused on customer service, marketing automation, analytics and application development. This year they are projected to do over \$13 billion in revenue and have close to 30,000 employees. Many of the Fortune 500 companies use Salesforce to improve operations.



Office of the
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Coleman A. Young Municipal Center
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Detroit, Michigan 48226

Phone: 313-626-2535
Fax: 313-224-2135
www.detroitmi.gov

We will be happy to set up a presentation of the system.

Questions/requests for the DLBA:

1. Please provide a copy of the current DLBA/Salesforce contract to address: a) How long is the contract, when did it start and when does it expire?; b) What are the renewable options of the contract, if any?; c) How much is the contract?; d) Does the DLBA own the Salesforce software platform built under this contract or is the DLBA paying a license fee to use the Salesforce software platform?; e) Is the Salesforce software platform entirely a cloud based system?; f) Has the DLBA staff who manages the Salesforce software platform contacted representatives of Salesforce.com, Inc. to ensure the DLBA's Salesforce system has the capacity and flexibility to incorporate the additional fields and reporting needs the OCFO outlines in its OCFO Monitoring Report (second attachment to this email), especially if the Salesforce system is strictly a cloud based system?; g) Could a Salesforce.com, Inc. provide a written statement that DLBA's Salesforce software platform has the capacity and flexibility to make these changes?; h) Does the DLBA have any estimates on how much these additions to the Salesforce system will cost?
 - a. The current DLBA Salesforce contract is for the period beginning July 2019 through June 2020. The DLBA initially entered into a license agreement with Salesforce in 2014 (See Salesforce Master Service Agreement and FY2020 Invoice)
 - b. The DLBA's Salesforce contract is renewable annually with an option to add additional licenses as needed throughout the year.
 - c. The DLBA currently has 559 active Salesforce licenses with a FY2020 cost of \$103,740. This does not include the cost of inhouse DLBA Salesforce support staff, AWS cloud services, or add-on software.
 - d. The DLBA pays an annual license fee per user for use of the Salesforce platform; however, the specific architecture of the DLBA's Salesforce data environment is unique.
 - e. Yes; with weekly backups to the DLBA's onsite servers.
 - f. The DLBA's inhouse Salesforce architect, developer, and administrators are able to construct a database environment with flexibility and reliability to meet the scope and requirements outlined in the OCFO's Monitoring Report.
 - g. The DLBA's inhouse Salesforce architect, developer, administrators, and data analysts provide agile database modifications response to the needs of the DLBA Salesforce community. As such, the DLBA's Salesforce database is not a managed software package and outside the scope of traditional Salesforce.com, Inc. review.



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- h. Once the DLBA receives detailed scope and requirements information, including the quantity of users, workflow processes, and add-ons the DLBA can provide a more detailed estimate of cost impacts and licensing issues, if any.

2. Who are the representatives of the DLBA who manage the Salesforce software platform?

Saskia Thomson, Executive Director;

Kelley Singler, Director of Operations & Administration; and

Kevin Shelton Assistant Director, Data Solutions

3. Besides the DLBA, what other City of Detroit agencies or entities, such as the Detroit Building Authority (DBA), currently have access to the DLBA Salesforce system to enter in demolition data?

At this time, the Detroit Building Authority (DBA) and Building Safety Engineering and Environmental Department (BSEED) have access to the DLBA's Salesforce database system for the purpose of entering demolition data. Over twenty-five other City of Detroit agencies, including the Detroit Police Department, the Auditor General, City Council, Department of Neighborhoods, Detroit Health Department, and the Mayor's Office to name a few have limited access to the DLBA's Salesforce database.

4. Does the DLBA currently have written procedures regarding the tracking of demolition activity that is now done in the DLBA Salesforce software platform?

The DLBA tracks and documents the current demolition workflow performed within the DLBA's Salesforce database platform.

5. Does the DLBA currently have procedures in place to ensure the demolition data in the Salesforce system cannot be easily manipulated?

Yes, the DLBA's inhouse Salesforce team builds validation rules based on the scope and requirements of the workflow allowing and/or preventing data changes. Additionally, the DLBA strictly assigns and audits Salesforce user profiles further administering database access and control protocols to prevent data manipulation.

Questions for Beth Niblock, Chief Information Officer:

6. Based on your knowledge of Salesforce.com, Inc. and the DLBA Salesforce software platform, in particular, please provide City Council your assessment of the DLBA Salesforce software platform's capacity and flexibility to track UTGO blight bond dollar expenditures associated with up to 19,000 properties by parcel. As you know, the tracking will need to include how bond proceeds were used to demolish properties by parcel and sales proceeds of vacant property by parcel post-demolition under the Administration's proposed blight elimination/demolition program.

Salesforce is Fortune 500 company with an immensely scalable platform that can accommodate the tracking needs required by the bond.



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7. Has DoIT vetted the DLBA Salesforce software platform to ensure it meets the City IT standards?

Salesforce is one of the best Software as a service companies in the world. Because it is in the cloud, security and new functionality are automatically deployed to the platform with little work on the end user's side.

8. Does DoIT feel a cost/benefit analysis should be conducted to determine if the DLBA Salesforce system is the best tool to meet the data collection, property management and long term reporting needs as outlined by the OCFO in its OCFO Monitoring Report?

No, at this point in time because of the work done by the DLBA in the existing Salesforce instance, it would not make sense to redo all of the programming/work that has been done and do the data conversion into a new platform.

9. The Administration now anticipates proposing a Demolition Division with the Housing and Revitalization Department (HRD) to manage the demolition program. Would it be a major undertaking to bring the current DLBA Salesforce system in house for the proposed Demolition Division?

It would be a tremendous effort to bring Salesforce in house. DoIT has no personnel trained in Salesforce and at this point in time I don't know if there would be any licensing implications by moving from the DLBA to the city.

10. In the OCFO Monitoring Report, it appears that the OCFO is also saying that the information about the UTGO blight bond expenditures will also have to be entered into Oracle since Oracle is the system of record for contracted financial data for the City. Would DoIT work with the OCFO and DLBA to determine if the Salesforce system can interface with Oracle to make this happen?

Yes, although an interface may not be necessary.

11. LPD feels there should be written procedures regarding the tracking of UTGO blight bond proceeds for demolition and sales disposition post-demolition if the blight bonds are approved by City Council and the citizens of Detroit. Would DoIT assist in preparing those procedures?

Yes

Questions for the OCFO:

12. The OCFO Monitoring Plan indicates that the HRD and the DBA will be responsible for entering the expenditure data for each demolition into the Salesforce database. The DLBA will be responsible for entering the ownership and the total amount received from the sale of any residential property. HRD will be responsible for entering the total amount received from the sale of any



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commercial property into the Salesforce database. If and when the Demolition Division in HRD is created, would the DBA's responsibilities to enter data into the Salesforce database completely go away? Would all demolition contracts flow through the Demolition Division?

Yes and yes. The future Demolition Department would be responsible for this entry.

13. Would the OCFO develop Standards and Procedures and a CFO Directive regarding the tracking of the UTGO blight bond dollars for demolition and sales disposition post-demolition? The Standards and Procedures and CFO Directive should also include the tax-exempt IRS post bond issuance compliance monitoring as well. As you know, the Government Finance Officers Association (GFOA) has a wealth of information regarding post issuance compliance monitoring on its website. What LPD has gleaned from the GFOA website regarding post issuance compliance monitoring is the following:

The on-going nature of post-issuance compliance requirements applicable to tax-advantaged bonds requires issuers to actively monitor compliance throughout the entire period their bonds remain outstanding. This due diligence will significantly improve the issuer's ability to identify noncompliance and prevent violations from occurring, or timely correct identified violations (when prevention is not possible), to ensure the continued tax-advantaged status of the bonds.

Issuers should adopt written procedures, applicable to all bond issues, which go beyond reliance on tax certificates included in bond documents provided at closing. Sole reliance on the closing bond documents may result in procedures insufficiently detailed or not incorporated into an issuer's operations. Written procedures should contain certain key characteristics, including making provision for:

Due diligence review at regular intervals;

- Identifying the official or employee responsible for review;
- Training of the responsible official/employee;
- Retention of adequate records to substantiate compliance (e.g., records relating to expenditure of proceeds);

Procedures reasonably expected to timely identify noncompliance; and

Procedures ensuring that the issuer will take steps to timely correct noncompliance.

The goal of establishing and following written procedures is to identify and resolve noncompliance, on a timely basis, to preserve the preferential status of tax-advantaged bonds. Generally, an issuer that has established and followed comprehensive written procedures to promote post-issuance



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compliance is less likely, than an issuer that does not have such procedures, to violate the federal tax requirements related to its bonds.

Section 5.8 "Post-Issuance Management and Compliance" of CFO Directive No. 2018-101-007 "Debt Issuance and Management" specifies that the Office of the Treasury is responsible for verifying compliance with all undertakings, covenants, and agreements for each bond issuance on an ongoing annual basis. The Office of the Treasury has drafted (but not yet finalized) a Standard Operating Procedures (SOP) on Post-Issuance Compliance. This SOP will be finalized soon. We expect also to execute a SOP specific to post-issuance compliance requirements related to the blight bonds, if issued.

14. Would the OCFO consider hiring a third party, such as an accounting firm, to check for data integrity regarding the UTGO blight bond expenditures associated with demolition and sales disposition post-demolition?

The OCFO does not believe that hiring an outside accounting firm to audit data integrity would be necessary. Any audits of this data could be conducted by the auditor general or be added to the scope of the City's annual independent audit.

General Request:

15. On October 22, 2019 at Tuesday's Formal Session, when City Council looks to consider voting on the UTGO blight bonds, it would be very beneficial that the appropriate representatives from the DLBA, DoIT-including Beth Niblock, and the OCFO compliance team be present to address any questions that may arise regarding UTGO blight bond expenditure monitoring.

They will be available.



buildingdetroit.org

PI1098813

For Accounting Use Only

INVOICE APPROVAL / PAYMENT REQUEST

DATE: 7/10/2019

NAME OF PAYEE: Salesforce.org

ADDRESS OF PAYEE: Department #34293, PO Box 39000, San Francisco, CA 94139

AMOUNT TO BE PAID: \$ 103,740

METHOD OF PAYMENT: ☒ Check ☐ Credit Card ☐ EFT ☐ Authorize.net Refund

CHECK NEEDED BY: July 31, 2019

INVOICE DESCRIPTION: Annual Renewal Salesforce Licenses
Standard

METHOD OF DELIVERY: ☐ Place In Mail ☒ Hold for Pickup

DEPARTMENT: ☐ Admin ☐ Demolition ☐ Disposition ☐ Finance ☐ Human Resources

☐ Legal ☐ Inventory ☒ Operations ☐ Community Affairs

PROGRAM: ☐ Auction ☐ Bridging Neighborhoods ☐ Buy Back ☐ Compliance ☐ Demo

☐ Department: ☐ Drug House ☐ Economic Development

☐ NAP ☐ NSP: ☐ Own It Now ☐ Other: (i.e. Private Demo, Side Lots)

☐ Quiet Title ☐ Rehabbed & Ready ☐ We Buy It

FUNDING SOURCE: ☐ Bank of America ☐ Berman ☒ City of Detroit ☐ Disposition ☐ GHIB ☐ HHF

☐ Rock Ventures ☐ Other:

Kevin Shelton
Requested by (Print)

(Signature)

Date

Approver (Print)

(Signature)

Date

ALL SUPPORTING DOCUMENTATION MUST BE INITIALED & SUBMITTED WITH REQUEST

For Accounting Use Only

Reviewed by:

Posted by:

GENERAL LEDGER ACCOUNT:

salesforce.org

Salesforce.org
50 Fremont Suite 300
San Francisco, CA 94105

INVOICE

Bill To:
Detroit Land Bank Authority
Attn: Kevin Shelton
500 Griswold St, Suite 1200
Detroit, MI 48226
United States of America

Ship To:
500 Griswold St, Suite 1200
DETROIT, MI 48226
United States of America

Invoice Number:	F10126100
Invoice Date:	Jul 1, 2019
Invoice Due Date:	Jul 31, 2019
Payment Terms:	Net 30
PO Number:	
Account Number:	4-599402
Contract Number:	01541070.P-00262274
Quote Number:	
Invoice Amount:	USD 103,740.00

Remittance Information

Remit To:
Salesforce.org
Department #34293
P.O. Box 39000
San Francisco, CA 94139

Wire Transfer To:
Wells Fargo
Salesforce.org
Account # 9525525409
ABA # 121-000-248
Int'l SWIFT #WFBUS6S

Overnight Address:
Wells Fargo Lockbox Services
3440 Walnut Ave, Window H
Fremont, CA 94538
Reference: Salesforce.org and
Dept# 34293 - ON PACKING SLIP

Please use the following link to pay with credit card:
[Pay by credit card online](#)

Invoice Details

Vendor: Salesforce.org

	Service	Months	Qty	Unit Price +	Taxable	Total
1	Data Storage (500MB) <small>Service Dates: 07/01/2019 - 06/30/2020</small>	12	8	50.00	No	4,800.00
2	Customer Community Plus - Members <small>Service Dates: 07/01/2019 - 06/30/2020</small>	12	100	3.25	No	3,900.00
3	(Legacy) Lightning CRM - Enterprise Edition <small>Service Dates: 07/01/2019 - 06/30/2020</small>	12	250	30.00	No	90,000.00
4	(Legacy) Customer Community Plus (100 Members) <small>Service Dates: 07/01/2019 - 06/30/2020</small>	12	2	210.00	No	5,040.00

Total Charges: USD 103,740.00

Total Taxes: USD 0.00

Salesforce.org Total Invoice: USD 103,740.00

+ The unit price shown above has been rounded to two decimal places for display purposes. As many as eight decimal places may be present in the actual price. The total price for this invoice was calculated using the actual price, rather than the unit price displayed above, and is the true and binding total for this Invoice.

Please note: Access to salesforce.com CRM subscription services is through remote Internet browser. This on-demand CRM service does not include the transfer of any software.

If your organization is exempt from sales tax, please email a copy of your state sales tax exemption certificate to foundationbilling@salesforce.com.

If this email reached you by mistake or you have any question, please email us at foundationbilling@salesforce.com or call 1-866-924-0450.

PIN020813

Salesforce.org
50 Fremont Suite 300
San Francisco, CA 94105

INVOICE

Bill To:
Detroit Land Bank Authority
Attn: Kevin Shelton
500 Griswold St, Suite 1200
Detroit, MI 48226
United States of America

A/P Processed

JUL 08 2019

Account No. 1500

Ship To:
500 Griswold St, Suite 1200
DETROIT, MI 48226
United States of America

Invoice Number:	F10126100
Invoice Date:	Jul 1, 2019
Invoice Due Date:	Jul 31, 2019
Payment Terms:	Net 30
PO Number:	
Account Number:	4-599402
Contract Number:	01541070.P-00262274
Quote Number:	
Invoice Amount:	USD 103,740.00

Remittance Information

Remit To:
Salesforce.org
Department #34293
P.O. Box 39000
San Francisco, CA 94139

Overnight Address:
Wells Fargo Lockbox Services
3440 Walnut Ave, Window H
Fremont, CA 94538
Reference: Salesforce.org and
Dept# 34293 - ON PACKING SLIP

Wire Transfer To:
Wells Fargo
Salesforce.org
Account # 9525525409
ABA # 121-000-248
Int'l SWIFT #WFBIUS6S

Please use the following link to pay with credit card:

[Pay by credit card online](#)

Invoice Details

Vendor: Salesforce.org

	Service	Months	Qty	Unit Price +	Taxable	Total
1	Data Storage (500MB) Service Dates: 07/01/2019-06/30/2020	12	8	50.00	No	4,800.00
2	Customer Community Plus - Members Service Dates: 07/01/2019-06/30/2020	12	100	3.25	No	3,900.00
3	(Legacy) Lightning CRM - Enterprise Edition Service Dates: 07/01/2019-06/30/2020	12	250	30.00	No	90,000.00
4	(Legacy) Customer Community Plus (100 Members) Service Dates: 07/01/2019-06/30/2020	12	2	210.00	No	5,040.00

Total Charges: USD 103,740.00

Total Taxes: USD 0.00

Salesforce.org Total Invoice: USD 103,740.00

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If this email reached you by mistake or you have any question, please email us at foundationbilling@salesforce.com or call 1-866-924-0450.

Operations
Accounting

In addition to the above invoiced products, your organization may have been the recipient of a product license donation through Salesforce.org. The donated items are not included on this invoice. Your organization may have received a separate document with the details of the donation. Also, if you are an organization outside the US and would like to pay for your invoice by WIRE transfer, please note that any bank fees associated with payment will be your responsibility.

1229

**DETROIT LAND BANK AUTHORITY
GENERAL FUND**

 500 GRISWOLD ST, STE 1200
DETROIT, MI 48226

Fifth Third Bank

74-545/724



07/17/19

 PAY TO THE
ORDER OF Salesforce.org
\$103,740.00

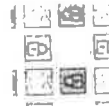

One hundred three thousand seven hundred forty Dollars

DOLLAR

Salesforce.org

Department #34293 P.O. Box 39000

MEMO San Francisco California 94139


 VOID AFTER 180 DAYS

 AUTHORIZED SIGNATURE

⑈012297⑈ ⑈072405455⑈ 7914159707⑈

DETROIT LAND BANK AUTHORITY

1229

 Payee Name:
Salesforce.org

07/17/19

\$103,740.00

Our Inv No.	Vend Inv No.	Invoice Date	Description	Reference	Amt Paid
PIN028813	F10126100	07/01/19	Legacy Lighting CRM Enterprise Edition 07/01/19-06/30/20	F10126100	\$103,740.00

 RECEIVED
JUL 22 2019

Shipment Receipt: Page #1 of 1

THIS IS NOT A SHIPPING LABEL. PLEASE SAVE FOR YOUR RECORDS.

SHIP DATE:
TUES 23 JUL 2019

EXPECTED DELIVERY DATE:
WED 24 JUL 2019 10:30 AM

SHIP FROM:
DETROIT LAND BANK AUTHORITY
BARBARA FLOOD
500 GRISHOLD ST.
SUITE 1200

DETROIT MI 48226
(313) 974-6869

SHIP TO:
WELLS FARGO LOCKBOX SERVICES
DEPT W34293
3440 WALNUT AVE
WINSTON H
FREMONT CA 94538-2210
BUSINESS

SHIPPED THROUGH:
THE UPS STORE #5676
DETROIT MI 48226-3673
(313) 963-7088

SHIPMENT INFORMATION:
UPS NEXT DAY AIR COM
0.10 lb actual wt
LTR Billed Weight
CARRIER LETTER
E-MAIL NOTIFICATION: SHIP.DELIVER

TRACKING NUMBER: 1Z1F36Y20126135897
SHIPMENT ID: MNYZBY1B9ROC9
SHIP REF 1: DETROIT LAND BANK
SHIP REF 2: -

DESCRIPTION OF GOODS:
CHECK(S)

SHIPMENT CHARGES:	
NEXT DAY AIR COM	45.33
SERVICE OPTIONS	0.00
FUEL SURCHARGE	3.51
CNS PROCESSING FEE	0.22

TOTAL	\$49.06
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COMPLETE ONLINE TRACKING: ENTER THIS ADDRESS IN YOUR WEB BROWSER TO TRACK:
[HTTP://THEUPSSTORE.COM](http://theupsstore.com) (SELECT TRACKING, ENTER SHIPMENT ID #) SHIPMENT
QUESTIONS? CONTACT SHIPPED THROUGH ABOVE.

CUSTOMER ACKNOWLEDGEMENT: I ACKNOWLEDGE AND ACCEPT TERMS & CONDITIONS IN FORCE
FOR THE SHIPPING SHIPMENT THROUGH THIS LOCATION AND CERTIFY THAT ADDRESS, CONTENTS
AND VALUES PROVIDED FOR THIS SHIPMENT ARE ACCURATE IN ALL RESPECTS.

Signature:

SHIPMENT ID: MNYZBY1B9ROC9

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07/23/2019 09:08 AM Pacific Time PT



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100-107-1413

MASTER SUBSCRIPTION AGREEMENT

THIS MASTER SUBSCRIPTION AGREEMENT GOVERNS CUSTOMER'S ACQUISITION AND USE OF SFDC SERVICES. CAPITALIZED TERMS HAVE THE DEFINITIONS SET FORTH HEREIN.

IF CUSTOMER REGISTERS FOR A FREE TRIAL OF SFDC SERVICES OR FOR FREE SERVICES, THE APPLICABLE PROVISIONS OF THIS AGREEMENT WILL ALSO GOVERN THAT FREE TRIAL OR THOSE FREE SERVICES.

BY ACCEPTING THIS AGREEMENT, BY (1) CLICKING A BOX INDICATING ACCEPTANCE, (2) EXECUTING AN ORDER FORM THAT REFERENCES THIS AGREEMENT, OR (3) USING FREE SERVICES, CUSTOMER AGREES TO THE TERMS OF THIS AGREEMENT. IF THE INDIVIDUAL ACCEPTING THIS AGREEMENT IS ACCEPTING ON BEHALF OF A COMPANY OR OTHER LEGAL ENTITY, SUCH INDIVIDUAL REPRESENTS THAT THEY HAVE THE AUTHORITY TO BIND SUCH ENTITY AND ITS AFFILIATES TO THESE TERMS AND CONDITIONS, IN WHICH CASE THE TERM "CUSTOMER" SHALL REFER TO SUCH ENTITY AND ITS AFFILIATES. IF THE INDIVIDUAL ACCEPTING THIS AGREEMENT DOES NOT HAVE SUCH AUTHORITY, OR DOES NOT AGREE WITH THESE TERMS AND CONDITIONS, SUCH INDIVIDUAL MUST NOT ACCEPT THIS AGREEMENT AND MAY NOT USE THE SERVICES.

The Services may not be accessed for purposes of monitoring their availability, performance or functionality, or for any other benchmarking or competitive purposes.

SFDC's direct competitors are prohibited from accessing the Services, except with SFDC's prior written consent.

This Agreement was last updated on September 1, 2019. It is effective between Customer and SFDC as of the date of Customer's accepting this Agreement.

1. DEFINITIONS

"Affiliate" means any entity that directly or indirectly controls, is controlled by, or is under common control with the subject entity. "Control," for purposes of this definition, means direct or indirect ownership or control of more than 50% of the voting interests of the subject entity.

"Agreement" means this Master Subscription Agreement.

"Beta Services" means SFDC services or functionality that may be made available to Customer to try at its option at no additional charge which is clearly designated as beta, pilot, limited release, developer preview, non-production, evaluation, or by a similar description.

"Content" means information obtained by SFDC from publicly available sources or its third party content providers and made available to Customer through the Services, Beta Services or pursuant to an Order Form, as more fully described in the Documentation.

"Customer" means in the case of an individual accepting this Agreement on his or her own behalf, such individual, or in the case of an individual accepting this Agreement on behalf of a company or other legal entity, the company or other legal entity for which such individual is accepting this Agreement, and Affiliates of that company or entity (for so long as they remain Affiliates) which have entered into Order Forms.

"Customer Data" means electronic data and information submitted by or for Customer to the Services, excluding Content and Non-SFDC Applications.

"Documentation" means the applicable Service's Trust and Compliance documentation at <https://trust.salesforce.com/en/trust-and-compliance-documentation/> and its usage guides and policies, as updated from time to time, accessible via help.salesforce.com or login to the applicable Service.

"Free Services" means Services that SFDC makes available to Customer free of charge. Free Services exclude Services offered as a free trial and Purchased Services.

"Malicious Code" means code, files, scripts, agents or programs intended to do harm, including, for example, viruses, worms, time bombs and Trojan horses.

"Marketplace" means an online directory, catalog or marketplace of applications that interoperate with the Services, including, for example, the AppExchange at <http://www.salesforce.com/appexchange>, or the Heroku add-ons catalog at <https://elements.heroku.com/>, and any successor websites.

"Non-SFDC Application" means a Web-based, mobile, offline or other software application functionality that interoperates with

a Service, that is provided by Customer or a third party and/or listed on a Marketplace including as Salesforce Labs or under similar designation. Non-SFDC Applications, other than those obtained or provided by Customer, will be identifiable as such.

"Order Form" means an ordering document or online order specifying the Services to be provided hereunder that is entered into between Customer and SFDC or any of its Affiliates, including any addenda and supplements thereto. By entering into an Order Form hereunder, an Affiliate agrees to be bound by the terms of this Agreement as if it were an original party hereto.

"Purchased Services" means Services that Customer or Customer's Affiliate purchases under an Order Form or online purchasing portal, as distinguished from Free Services or those provided pursuant to a free trial.

"Services" means the products and services that are ordered by Customer under an Order Form or online purchasing portal, or provided to Customer free of charge (as applicable) or under a free trial, and made available online by SFDC, including associated SFDC offline or mobile components, as described in the Documentation. "Services" exclude Content and Non-SFDC Applications.

"SFDC" means the salesforce.com company described in the "SFDC Contracting Entity, Notices, Governing Law, and Venue" section below.

"User" means, in the case of an individual accepting these terms on his or her own behalf, such individual, or, in the case of an individual accepting this Agreement on behalf of a company or other legal entity, an individual who is authorized by Customer to use a Service, for whom Customer has purchased a subscription (or in the case of any Services provided by SFDC without charge, for whom a Service has been provisioned), and to whom Customer (or, when applicable, SFDC at Customer's request) has supplied a user identification and password (for Services utilizing authentication). Users may include, for example, employees, consultants, contractors and agents of Customer, and third parties with which Customer transacts business.

2. SFDC RESPONSIBILITIES

- 2.1 Provision of Purchased Services.** SFDC will (a) make the Services and Content available to Customer pursuant to this Agreement, and the applicable Order Forms and Documentation, (b) provide applicable SFDC standard support for the Purchased Services to Customer at no additional charge, and/or upgraded support if purchased, (c) use commercially reasonable efforts to make the online Purchased Services available 24 hours a day, 7 days a week, except for: (i) planned downtime (of which SFDC shall give advance electronic notice), and (ii) any unavailability caused by circumstances beyond SFDC's reasonable control, including, for example, an act of God, act of government, flood, fire, earthquake, civil unrest, act of terror, strike or other labor problem (other than one involving SFDC employees), Internet service provider failure or delay, Non-SFDC Application, or denial of service attack, and (d) provide the Services in accordance with laws and government regulations applicable to SFDC's provision of its Services to its customers generally (i.e., without regard for Customer's particular use of the Services), and subject to Customer's use of the Services in accordance with this Agreement, the Documentation and the applicable Order Form.
- 2.2 Protection of Customer Data.** SFDC will maintain appropriate administrative, physical, and technical safeguards for protection of the security, confidentiality and integrity of Customer Data, as described in the Documentation. Those safeguards will include, but will not be limited to, measures designed to prevent unauthorized access to or disclosure of Customer Data (other than by Customer or Users). Except with respect to a free trial, the terms of the data processing addendum at <https://www.salesforce.com/company/legal/agreements.jsp> ("DPA") are hereby incorporated by reference and shall apply to the extent Customer Data includes Personal Data, as defined in the DPA. To the extent Personal Data from the European Economic Area (EEA), the United Kingdom and Switzerland are processed by SFDC, its Processor Binding Corporate Rules, the EU-US and/or Swiss-US Privacy Shield, and/or the Standard Contractual Clauses shall apply, as further set forth in the DPA. For the purposes of the Standard Contractual Clauses, Customer and its applicable Affiliates are each the data exporter, and Customer's acceptance of this Agreement, and an applicable Affiliate's execution of an Order Form, shall be treated as its execution of the Standard Contractual Clauses and Appendices. Upon request by Customer made within 30 days after the effective date of termination or expiration of this Agreement, SFDC will make Customer Data available to Customer for export or download as provided in the Documentation. After such 30-day period, SFDC will have no obligation to maintain or provide any Customer Data, and as provided in the Documentation will thereafter delete or destroy all copies of Customer Data in its systems or otherwise in its possession or control, unless legally prohibited.
- 2.3 SFDC Personnel.** SFDC will be responsible for the performance of its personnel (including its employees and contractors) and their compliance with SFDC's obligations under this Agreement, except as otherwise specified in this Agreement.
- 2.4 Beta Services.** From time to time, SFDC may make Beta Services available to Customer at no charge. Customer may choose to try such Beta Services or not in its sole discretion. Any use of Beta Services is subject to the Beta Services terms at <https://www.salesforce.com/company/legal/agreements.jsp>.
- 2.5 Free Trial.** If Customer registers on SFDC's or an Affiliate's website for a free trial, SFDC will make the applicable Service(s) available to Customer on a trial basis free of charge until the earlier of (a) the end of the free trial period for which Customer registered to use the applicable Service(s), or (b) the start date of any Purchased Service subscriptions ordered by Customer for such Service(s), or (c) termination by SFDC in its sole discretion. Additional trial terms and conditions may appear on the trial registration web page. Any such additional terms and conditions are incorporated into this Agreement by reference and are legally

binding.

ANY DATA CUSTOMER ENTERS INTO THE SERVICES, AND ANY CUSTOMIZATIONS MADE TO THE SERVICES BY OR FOR CUSTOMER, DURING CUSTOMER'S FREE TRIAL WILL BE PERMANENTLY LOST UNLESS CUSTOMER PURCHASES A SUBSCRIPTION TO THE SAME SERVICES AS THOSE COVERED BY THE TRIAL, PURCHASES APPLICABLE UPGRADED SERVICES, OR EXPORTS SUCH DATA BEFORE THE END OF THE TRIAL PERIOD. CUSTOMER CANNOT TRANSFER DATA ENTERED OR CUSTOMIZATIONS MADE DURING THE FREE TRIAL TO A SERVICE THAT WOULD BE A DOWNGRADE FROM THAT COVERED BY THE TRIAL (E.G., FROM ENTERPRISE EDITION TO PROFESSIONAL EDITION); THEREFORE, IF CUSTOMER PURCHASES A SERVICE THAT WOULD BE A DOWNGRADE FROM THAT COVERED BY THE TRIAL, CUSTOMER MUST EXPORT CUSTOMER DATA BEFORE THE END OF THE TRIAL PERIOD OR CUSTOMER DATA WILL BE PERMANENTLY LOST.

NOTWITHSTANDING THE "REPRESENTATIONS, WARRANTIES, EXCLUSIVE REMEDIES AND DISCLAIMERS" SECTION AND "INDEMNIFICATION BY SFDC" SECTION BELOW, DURING THE FREE TRIAL THE SERVICES ARE PROVIDED "AS-IS" WITHOUT ANY WARRANTY AND SFDC SHALL HAVE NO INDEMNIFICATION OBLIGATIONS NOR LIABILITY OF ANY TYPE WITH RESPECT TO THE SERVICES FOR THE FREE TRIAL PERIOD UNLESS SUCH EXCLUSION OF LIABILITY IS NOT ENFORCEABLE UNDER APPLICABLE LAW IN WHICH CASE SFDC'S LIABILITY WITH RESPECT TO THE SERVICES PROVIDED DURING THE FREE TRIAL SHALL NOT EXCEED \$1,000.00. WITHOUT LIMITING THE FOREGOING, SFDC AND ITS AFFILIATES AND ITS LICENSORS DO NOT REPRESENT OR WARRANT TO CUSTOMER THAT: (A) CUSTOMER'S USE OF THE SERVICES DURING THE FREE TRIAL PERIOD WILL MEET CUSTOMER'S REQUIREMENTS, (B) CUSTOMER'S USE OF THE SERVICES DURING THE FREE TRIAL PERIOD WILL BE UNINTERRUPTED, TIMELY, SECURE OR FREE FROM ERROR, AND (C) USAGE DATA PROVIDED DURING THE FREE TRIAL PERIOD WILL BE ACCURATE. NOTWITHSTANDING ANYTHING TO THE CONTRARY IN THE "LIMITATION OF LIABILITY" SECTION BELOW, CUSTOMER SHALL BE FULLY LIABLE UNDER THIS AGREEMENT TO SFDC AND ITS AFFILIATES FOR ANY DAMAGES ARISING OUT OF CUSTOMER'S USE OF THE SERVICES DURING THE FREE TRIAL PERIOD, ANY BREACH BY CUSTOMER OF THIS AGREEMENT AND ANY OF CUSTOMER'S INDEMNIFICATION OBLIGATIONS HEREUNDER.

CUSTOMER SHALL REVIEW THE APPLICABLE SERVICE'S DOCUMENTATION DURING THE TRIAL PERIOD TO BECOME FAMILIAR WITH THE FEATURES AND FUNCTIONS OF THE SERVICES BEFORE MAKING A PURCHASE.

- 2.6 Free Services.** SFDC may make Free Services available to Customer. Use of Free Services is subject to the terms and conditions of this Agreement. In the event of a conflict between this section and any other portion of this Agreement, this section shall control. Free Services are provided to Customer without charge up to certain limits as described in the Documentation. Usage over these limits requires Customer's purchase of additional resources or services. Customer agrees that SFDC, in its sole discretion and for any or no reason, may terminate Customer's access to the Free Services or any part thereof. Customer agrees that any termination of Customer's access to the Free Services may be without prior notice, and Customer agrees that SFDC will not be liable to Customer or any third party for such termination. Customer is solely responsible for exporting Customer Data from the Free Services prior to termination of Customer's access to the Free Services for any reason, provided that if SFDC terminates Customer's account, except as required by law SFDC will provide Customer a reasonable opportunity to retrieve its Customer Data.

NOTWITHSTANDING THE "REPRESENTATIONS, WARRANTIES, EXCLUSIVE REMEDIES AND DISCLAIMERS" SECTION AND "INDEMNIFICATION BY SFDC" SECTION BELOW, THE FREE SERVICES ARE PROVIDED "AS-IS" WITHOUT ANY WARRANTY AND SFDC SHALL HAVE NO INDEMNIFICATION OBLIGATIONS NOR LIABILITY OF ANY TYPE WITH RESPECT TO THE FREE SERVICES UNLESS SUCH EXCLUSION OF LIABILITY IS NOT ENFORCEABLE UNDER APPLICABLE LAW IN WHICH CASE SFDC'S LIABILITY WITH RESPECT TO THE FREE SERVICES SHALL NOT EXCEED \$1,000.00. WITHOUT LIMITING THE FOREGOING, SFDC AND ITS AFFILIATES AND ITS LICENSORS DO NOT REPRESENT OR WARRANT TO CUSTOMER THAT: (A) CUSTOMER'S USE OF THE FREE SERVICES WILL MEET CUSTOMER'S REQUIREMENTS, (B) CUSTOMER'S USE OF THE FREE SERVICES WILL BE UNINTERRUPTED, TIMELY, SECURE OR FREE FROM ERROR, AND (C) USAGE DATA PROVIDED THROUGH THE FREE SERVICES WILL BE ACCURATE. NOTWITHSTANDING ANYTHING TO THE CONTRARY IN THE "LIMITATION OF LIABILITY" SECTION BELOW, CUSTOMER SHALL BE FULLY LIABLE UNDER THIS AGREEMENT TO SFDC AND ITS AFFILIATES FOR ANY DAMAGES ARISING OUT OF CUSTOMER'S USE OF THE FREE SERVICES, ANY BREACH BY CUSTOMER OF THIS AGREEMENT AND ANY OF CUSTOMER'S INDEMNIFICATION OBLIGATIONS HEREUNDER.

3. USE OF SERVICES AND CONTENT

- 3.1 Subscriptions.** Unless otherwise provided in the applicable Order Form or Documentation, (a) Purchased Services and access to Content are purchased as subscriptions for the term stated in the applicable Order Form or in the applicable online purchasing portal, (b) subscriptions for Purchased Services may be added during a subscription term at the same pricing as the underlying subscription pricing, prorated for the portion of that subscription term remaining at the time the subscriptions are added, and (c) any added subscriptions will terminate on the same date as the underlying subscriptions. Customer agrees that its purchases are

not contingent on the delivery of any future functionality or features, or dependent on any oral or written public comments made by SFDC regarding future functionality or features.

- 3.2 **Usage Limits.** Services and Content are subject to usage limits specified in Order Forms and Documentation. If Customer exceeds a specified usage limit, Customer is unable or unwilling to abide by a contractual usage limit, Customer will execute an Order Form for additional quantities of the applicable Services or Content promptly upon SFDC's request, and/or pay any invoice for excess usage in accordance with the "Invoicing and Payment" section below.
- 3.3 **Customer Responsibilities.** Customer will (a) be responsible for Users' compliance with this Agreement, Documentation and Order Forms, (b) be responsible for the accuracy, quality and legality of Customer Data, the means by which Customer acquired Customer Data, Customer's use of Customer Data with the Services, and the interoperation of any Non-SFDC Applications with which Customer uses Services or Content, (c) use commercially reasonable efforts to prevent unauthorized access to or use of Services and Content, and notify SFDC promptly of any such unauthorized access or use, (d) use Services and Content only in accordance with this Agreement, Documentation, the Acceptable Use and External Facing Services Policy at <https://www.salesforce.com/company/legal/agreements.jsp>, Order Forms and applicable laws and government regulations, and (e) comply with terms of service of any Non-SFDC Applications with which Customer uses Services or Content. Any use of the Services in breach of the foregoing by Customer or Users that in SFDC's judgment threatens the security, integrity or availability of SFDC's services, may result in SFDC's immediate suspension of the Services, however SFDC will use commercially reasonable efforts under the circumstances to provide Customer with notice and an opportunity to remedy such violation or threat prior to any such suspension.
- 3.4 **Usage Restrictions.** Customer will not (a) make any Service or Content available to anyone other than Customer or Users, or use any Service or Content for the benefit of anyone other than Customer or its Affiliates, unless expressly stated otherwise in an Order Form or the Documentation, (b) sell, resell, license, sublicense, distribute, make available, rent or lease any Service or Content, or include any Service or Content in a service bureau or outsourcing offering, (c) use a Service or Non-SFDC Application to store or transmit infringing, libelous, or otherwise unlawful or tortious material, or to store or transmit material in violation of third-party privacy rights, (d) use a Service or Non-SFDC Application to store or transmit Malicious Code, (e) interfere with or disrupt the integrity or performance of any Service or third-party data contained therein, (f) attempt to gain unauthorized access to any Service or Content or its related systems or networks, (g) permit direct or indirect access to or use of any SFDC intellectual property Content in a way that circumvents a contractual usage limit, or use any Services to access or use any of SFDC intellectual property except as permitted under this Agreement, an Order Form, or the Documentation, (h) modify, copy, or create derivative works based on a Service or any part, feature, function or user interface thereof, (i) copy Content except as permitted herein or in an Order Form or the Documentation, (j) frame or mirror any part of any Service or Content, other than framing on Customer's own intranets or otherwise for its own internal business purposes or as permitted in the Documentation, (k) except to the extent permitted by applicable law, disassemble, reverse engineer, or decompile a Service or Content or access it to (1) build a competitive product or service, (2) build a product or service using similar ideas, features, functions or graphics of the Service, (3) copy any ideas, features, functions or graphics of the Service, or (4) determine whether the Services are within the scope of any patent.
- 3.5 **Removal of Content and Non-SFDC Applications.** If Customer receives notice that Content or a Non-SFDC Application must be removed, modified and/or disabled to avoid violating applicable law, third-party rights, or the Acceptable Use and External Facing Services Policy, Customer will promptly do so. If Customer does not take required action in accordance with the above, or if in SFDC's judgment continued violation is likely to reoccur, SFDC may disable the applicable Content, Service and/or Non-SFDC Application. If requested by SFDC, Customer shall confirm such deletion and discontinuance of use in writing and SFDC shall be authorized to provide a copy of such confirmation to any such third party claimant or governmental authority, as applicable. In addition, if SFDC is required by any third party rights holder to remove Content, or receives information that Content provided to Customer may violate applicable law or third-party rights, SFDC may discontinue Customer's access to Content through the Services.
4. **NON-SFDC PRODUCTS AND SERVICES**
- 4.1 **Non-SFDC Products and Services.** SFDC or third parties may make available (for example, through a Marketplace or otherwise) third-party products or services, including, for example, Non-SFDC Applications and implementation and other consulting services. Any acquisition by Customer of such products or services, and any exchange of data between Customer and any Non-SFDC provider, product or service is solely between Customer and the applicable Non-SFDC provider. SFDC does not warrant or support Non-SFDC Applications or other Non-SFDC products or services, whether or not they are designated by SFDC as "certified" or otherwise, unless expressly provided otherwise in an Order Form. SFDC is not responsible for any disclosure, modification or deletion of Customer Data resulting from access by such Non-SFDC Application or its provider.
- 4.2 **Integration with Non-SFDC Applications.** The Services may contain features designed to interoperate with Non-SFDC Applications. SFDC cannot guarantee the continued availability of such Service features, and may cease providing them without entitling Customer to any refund, credit, or other compensation, if for example and without limitation, the provider of a Non-SFDC Application ceases to make the Non-SFDC Application available for interoperation with the corresponding Service features.

in a manner acceptable to SFDC.

5. FEES AND PAYMENT

- 5.1 **Fees.** Customer will pay all fees specified in Order Forms. Except as otherwise specified hereunder or in an Order Form, (i) fees are based on Services and Content subject to any quantities and/or time obligations set forth, (ii) obligations are non-refundable, and (iii) quantities purchased cannot be decreased during the relevant subscription term.
- 5.2 **Invoicing and Payment.** Customer will provide SFDC with valid and updated credit card information, or with a valid purchase order or alternative document reasonably acceptable to SFDC. If Customer provides credit card information to SFDC, Customer authorizes SFDC to charge such credit card for all Purchased Services listed in the Order Form for the initial subscription term and any renewal subscription term(s) as set forth in the "Term of Purchased Subscriptions" section below. Such charges shall be made in advance, either annually or in accordance with any different billing frequency stated in the applicable Order Form. If the Order Form specifies that payment will be by a method other than a credit card, SFDC will invoice Customer in advance and otherwise in accordance with the relevant Order Form. Unless otherwise stated in the Order Form, invoiced fees are due net 30 days from the invoice date. Customer is responsible for providing complete and accurate billing and contact information to SFDC and notifying SFDC of any changes to such information.
- 5.3 **Overdue Charges.** If any invoiced amount is not received by SFDC by the due date, then without limiting SFDC's rights or remedies, (a) those charges may accrue late interest at the rate of 1.5% of the outstanding balance per month, or the maximum rate permitted by law, whichever is lower, and/or (b) SFDC may condition future subscription renewals and Order Forms on payment terms shorter than those specified in the "Invoicing and Payment" section above.
- 5.4 **Suspension of Service and Acceleration.** If any charge owing by Customer under this or any other agreement for services is 30 days or more overdue, (or 10 or more days overdue in the case of amounts Customer has authorized SFDC to charge to Customer's credit card), SFDC may, without limiting its other rights and remedies, accelerate Customer's unpaid fee obligations under such agreements so that all such obligations become immediately due and payable, and suspend Services until such amounts are paid in full, provided that, other than for customers paying by credit card or direct debit whose payment has been declined, SFDC will give Customer at least 10 days' prior notice that its account is overdue, in accordance with the "Manner of Giving Notice" section below for billing notices, before suspending services to Customer.
- 5.5 **Payment Disputes.** SFDC will not exercise its rights under the "Overdue Charges" or "Suspension of Service and Acceleration" section above if Customer is disputing the applicable charges reasonably and in good faith and is cooperating diligently to resolve the dispute.
- 5.6 **Taxes.** SFDC's fees do not include any taxes, levies, duties or similar governmental assessments of any nature, including, for example, value-added, sales, use or withholding taxes, assessable by any jurisdiction whatsoever (collectively, "Taxes"). Customer is responsible for paying all Taxes associated with its purchases hereunder. If SFDC has the legal obligation to pay or collect Taxes for which Customer is responsible under this section, SFDC will invoice Customer and Customer will pay that amount unless Customer provides SFDC with a valid tax exemption certificate authorized by the appropriate taxing authority. For clarity, SFDC is solely responsible for taxes assessable against it based on its income, property and employees.
- ## **6. PROPRIETARY RIGHTS AND LICENSES**
- 6.1 **Reservation of Rights.** Subject to the limited rights expressly granted hereunder, SFDC, its Affiliates, its licensors and Content Providers reserve all of their right, title and interest in and to the Services and Content, including all of their related intellectual property rights. No rights are granted to Customer hereunder other than as expressly set forth herein.
- 6.2 **Access to and Use of Content.** Customer has the right to access and use applicable Content subject to the terms of applicable Order Forms, this Agreement and the Documentation.
- 6.3 **License by Customer to SFDC.** Customer grants SFDC, its Affiliates and applicable contractors a worldwide, limited-term license to host, copy, use, transmit, and display any Non-SFDC Applications and program code created by or for Customer using a Service or for use by Customer with the Services, and Customer Data, each as appropriate for SFDC to provide and ensure proper operation of the Services and associated systems in accordance with this Agreement. If Customer chooses to use a Non-SFDC Application with a Service, Customer grants SFDC permission to allow the Non-SFDC Application and its provider to access Customer Data and information about Customer's usage of the Non-SFDC Application as appropriate for the interoperation of that Non-SFDC Application with the Service. Subject to the limited licenses granted herein, SFDC acquires no right, title or interest from Customer or its licensors under this Agreement in or to any Customer Data, Non-SFDC Application or such program code.
- 6.4 **License by Customer to Use Feedback.** Customer grants to SFDC and its Affiliates a worldwide, perpetual, irrevocable, royalty-free license to use and incorporate into its services any suggestion, enhancement request, recommendation, correction or other feedback provided by Customer or Users relating to the operation of SFDC's or its Affiliates' services.
- 6.5 **Federal Government End Use Provisions.** SFDC provides the Services, including related software and technology, for ultimate federal government end use in accordance with the following: The Services consist of "commercial items," as defined at FAR

2.101. In accordance with FAR 12.211-12.212 and DFARS 227.7102-4 and 227.7202-4, as applicable, the rights of the U.S. Government to use, modify, reproduce, release, perform, display, or disclose commercial computer software, commercial computer software documentation, and technical data furnished in connection with the Services shall be as provided in this Agreement except that part of the Department of Defense computer software, technical data, and information provided to the public is furnished in accordance with DFARS 252.227-7015. If a government agency needs additional rights, it must negotiate a mutually acceptable written addendum to this Agreement specifically granting those rights.

7. CONFIDENTIALITY

7.1 Definition of Confidential Information. "Confidential Information" means all information disclosed by a party ("Disclosing Party") to the other party ("Receiving Party"), whether orally or in writing, that is designated as confidential or that reasonably should be understood to be confidential given the nature of the information and the circumstances of disclosure. Confidential Information of Customer includes Customer Data; Confidential Information of SFDC includes the Services and Content, and the terms and conditions of this Agreement and all Order Forms (including pricing). Confidential Information of each party includes business and marketing plans, technology and technical information, product plans and designs, and business processes disclosed by such party. However, Confidential Information does not include any information that (i) is or becomes generally known to the public without breach of any obligation owed to the Disclosing Party, (ii) was known to the Receiving Party prior to its disclosure by the Disclosing Party without breach of any obligation owed to the Disclosing Party, (iii) is received from a third party without breach of any obligation owed to the Disclosing Party, or (iv) was independently developed by the Receiving Party. For the avoidance of doubt, the non-disclosure obligations set forth in this "Confidentiality" section apply to Confidential Information exchanged between the parties in connection with the evaluation of additional SFDC services.

7.2 Protection of Confidential Information. As between the parties, each party retains all ownership rights in and to its Confidential Information. The Receiving Party will use the same degree of care that it uses to protect the confidentiality of its own confidential information of like kind (but not less than reasonable care) to (i) not use any Confidential Information of the Disclosing Party for any purpose outside the scope of this Agreement and (ii) except as otherwise authorized by the Disclosing Party in writing, limit access to Confidential Information of the Disclosing Party to those of its and its Affiliates' employees and contractors who need that access for purposes consistent with this Agreement and who have signed confidentiality agreements with the Receiving Party containing protections not materially less protective of the Confidential Information than those herein. Neither party will disclose the terms of this Agreement or any Order Form to any third party other than its Affiliates, legal counsel and accountants without the other party's prior written consent, provided that a party that makes any such disclosure to its Affiliate, legal counsel or accountants will remain responsible for such Affiliate's, legal counsel's or accountant's compliance with this "Confidentiality" section. Notwithstanding the foregoing, SFDC may disclose the terms of this Agreement and any applicable Order Form to a subcontractor or Non-SFDC Application Provider to the extent necessary to perform SFDC's obligations under this Agreement, under terms of confidentiality materially as protective as set forth herein.

7.3 Compelled Disclosure. The Receiving Party may disclose Confidential Information of the Disclosing Party to the extent compelled by law to do so, provided the Receiving Party gives the Disclosing Party prior notice of the compelled disclosure (to the extent legally permitted) and reasonable assistance, at the Disclosing Party's cost, if the Disclosing Party wishes to contest the disclosure. If the Receiving Party is compelled by law to disclose the Disclosing Party's Confidential Information as part of a civil proceeding to which the Disclosing Party is a party, and the Disclosing Party is not contesting the disclosure, the Disclosing Party will reimburse the Receiving Party for its reasonable cost of compiling and providing secure access to that Confidential Information.

8. REPRESENTATIONS, WARRANTIES, EXCLUSIVE REMEDIES AND DISCLAIMERS

8.1 Representations. Each party represents that it has validly entered into this Agreement and has the legal power to do so.

8.2 SFDC Warranties. SFDC warrants that during an applicable subscription term (a) this Agreement, the Order Forms and the Documentation will accurately describe the applicable administrative, physical, and technical safeguards for protection of the security, confidentiality and integrity of Customer Data, (b) SFDC will not materially decrease the overall security of the Services, (c) the Services will perform materially in accordance with the applicable Documentation, and (d) subject to the "Integration with Non-SFDC Applications" section above, SFDC will not materially decrease the overall functionality of the Services. For any breach of a warranty above, Customer's exclusive remedies are those described in the "Termination" and "Refund or Payment upon Termination" sections below.

8.3 Disclaimers. EXCEPT AS EXPRESSLY PROVIDED HEREIN, NEITHER PARTY MAKES ANY WARRANTY OF ANY KIND, WHETHER EXPRESS, IMPLIED, STATUTORY OR OTHERWISE, AND EACH PARTY SPECIFICALLY DISCLAIMS ALL IMPLIED WARRANTIES, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE OR NON-INFRINGEMENT, TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW. CONTENT AND BETA SERVICES ARE PROVIDED "AS IS," AND AS AVAILABLE EXCLUSIVE OF ANY WARRANTY WHATSOEVER.

9. MUTUAL INDEMNIFICATION

9.1 Indemnification by SFDC. SFDC will defend Customer against any claim, demand, suit or proceeding made or brought against SFDC-MSA Sept 2019

Customer by a third party alleging that any Purchased Service infringes or misappropriates such third party's intellectual property rights (a "Claim Against Customer"), and will indemnify Customer from any damages, attorney fees and costs finally awarded against Customer as a result of, or for amounts paid by Customer under a settlement approved by SFDC in writing of, a Claim Against Customer, provided Customer (a) promptly gives SFDC written notice of the Claim Against Customer, (b) gives SFDC sole control of the defense and settlement of the Claim Against Customer, and (c) gives SFDC all reasonable assistance, at SFDC's expense. If SFDC receives information about an infringement or misappropriation claim related to a Service, SFDC may in its discretion and at no cost to Customer (i) modify the Services so that they are no longer claimed to infringe or misappropriate, without breaching SFDC's warranties under "SFDC Warranties" above, (ii) obtain a license for Customer's continued use of that Service in accordance with this Agreement, or (iii) terminate Customer's subscriptions for that Service upon 30 days' written notice and refund Customer any prepaid fees covering the remainder of the term of the terminated subscriptions. The above defense and indemnification obligations do not apply if (1) the allegation does not state with specificity that the Services or any basis of the Claim Against Customer; (2) a Claim Against Customer arises from the use or combination of the Services or any part thereof with software, hardware, data, or processes not provided by SFDC, if the Services or use thereof would not infringe without such combination; (3) a Claim Against Customer arises from Services under an Order Form for which there is no charge; or (4) a Claim against Customer arises from Content, a Non-SFDC Application or Customer's breach of this Agreement, the Documentation or applicable Order Forms.

- 9.2 Indemnification by Customer.** Customer will defend SFDC and its Affiliates against any claim, demand, suit or proceeding made or brought against SFDC by a third party alleging (a) that any Customer Data or Customer's use of Customer Data with the Services, (b) a Non-SFDC Application provided by Customer, or (c) the combination of a Non-SFDC Application provided by Customer and used with the Services, infringes or misappropriates such third party's intellectual property rights, or arising from Customer's use of the Services or Content in an unlawful manner or in violation of the Agreement, the Documentation, or Order Form (each a "Claim Against SFDC"), and will indemnify SFDC from any damages, attorney fees and costs finally awarded against SFDC as a result of, or for any amounts paid by SFDC under a settlement approved by Customer in writing of, a Claim Against SFDC, provided SFDC (a) promptly gives Customer written notice of the Claim Against SFDC, (b) gives Customer sole control of the defense and settlement of the Claim Against SFDC (except that Customer may not settle any Claim Against SFDC unless it unconditionally releases SFDC of all liability), and (c) gives Customer all reasonable assistance, at Customer's expense. The above defense and indemnification obligations do not apply if a Claim Against SFDC arises from SFDC's breach of this Agreement, the Documentation or applicable Order Forms.

- 9.3 Exclusive Remedy.** This "Mutual Indemnification" section states the indemnifying party's sole liability to, and the indemnified party's exclusive remedy against, the other party for any third party claim described in this section.

10. LIMITATION OF LIABILITY

- 10.1 Limitation of Liability.** IN NO EVENT SHALL THE AGGREGATE LIABILITY OF EACH PARTY TOGETHER WITH ALL OF ITS AFFILIATES ARISING OUT OF OR RELATED TO THIS AGREEMENT EXCEED THE TOTAL AMOUNT PAID BY CUSTOMER AND ITS AFFILIATES HEREUNDER FOR THE SERVICES GIVING RISE TO THE LIABILITY IN THE TWELVE MONTHS PRECEDING THE FIRST INCIDENT OUT OF WHICH THE LIABILITY AROSE. THE FOREGOING LIMITATION WILL APPLY WHETHER AN ACTION IS IN CONTRACT OR TORT AND REGARDLESS OF THE THEORY OF LIABILITY, BUT WILL NOT LIMIT CUSTOMER'S AND ITS AFFILIATES' PAYMENT OBLIGATIONS UNDER THE "FEES AND PAYMENT" SECTION ABOVE.

- 10.2 Exclusion of Consequential and Related Damages.** IN NO EVENT WILL EITHER PARTY OR ITS AFFILIATES HAVE ANY LIABILITY ARISING OUT OF OR RELATED TO THIS AGREEMENT FOR ANY LOST PROFITS, REVENUES, GOODWILL, OR INDIRECT, SPECIAL, INCIDENTAL, CONSEQUENTIAL, COVER, BUSINESS INTERRUPTION OR PUNITIVE DAMAGES, WHETHER AN ACTION IS IN CONTRACT OR TORT AND REGARDLESS OF THE THEORY OF LIABILITY, EVEN IF A PARTY OR ITS AFFILIATES HAVE BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES OR IF A PARTY'S OR ITS AFFILIATES' REMEDY OTHERWISE FAILS OF ITS ESSENTIAL PURPOSE. THE FOREGOING DISCLAIMER WILL NOT APPLY TO THE EXTENT PROHIBITED BY LAW.

11. TERM AND TERMINATION

- 11.1 Term of Agreement.** This Agreement commences on the date Customer first accepts it and continues until all subscriptions hereunder have expired or have been terminated.

- 11.2 Term of Purchased Subscriptions.** The term of each subscription shall be as specified in the applicable Order Form. Except as otherwise specified in an Order Form, subscriptions will automatically renew for additional periods equal to the expiring subscription term or one year (whichever is shorter), unless either party gives the other written notice (email acceptable) at least 30 days before the end of the relevant subscription term. Except as expressly provided in the applicable Order Form, renewal of promotional or one-time priced subscriptions will be at SFDC's applicable list price in effect at the time of the applicable renewal. Notwithstanding anything to the contrary, any renewal in which subscription volume or subscription length for any Services has decreased from the prior term will result in re-pricing at renewal without regard to the prior term's per-unit pricing.

- 11.3 Termination.** A party may terminate this Agreement for cause (i) upon 30 days written notice to the other party of a material breach if such breach remains uncured at the expiration of such period, or (ii) if the other party becomes the subject of a petition in bankruptcy or any other proceeding relating to insolvency, receivership, liquidation or assignment for the benefit of creditors.
- 11.4 Refund or Payment upon Termination.** In the event this Agreement is terminated for any reason, the Customer shall be entitled to a refund of the fees paid by the Customer under this Agreement, less the amount of any fees paid by the Customer for the period prior to the effective date of termination. If this Agreement is terminated by SFDC in accordance with the "Termination" section above, Customer will pay any unpaid fees covering the remainder of the term of all Order Forms to the extent permitted by applicable law. In no event will termination relieve Customer of its obligation to pay any fees payable to SFDC for the period prior to the effective date of termination.
- 11.5 Surviving Provisions.** The sections titled "Free Services," "Fees and Payment," "Proprietary Rights and Licenses," "Confidentiality," "Disclaimers," "Mutual Indemnification," "Limitation of Liability," "Refund or Payment upon Termination," "Removal of Content and Non-SFDC Applications," "Surviving Provisions" and "General Provisions" will survive any termination or expiration of this Agreement, and the section titled "Protection of Customer Data" will survive any termination or expiration of this Agreement for so long as SFDC retains possession of Customer Data.
- 12. GENERAL PROVISIONS**
- 12.1 Export Compliance.** The Services, Content, other SFDC technology, and derivatives thereof may be subject to export laws and regulations of the United States and other jurisdictions. SFDC and Customer each represents that it is not named on any U.S. government denied-party list. Customer will not permit any User to access or use any Service or Content in a U.S.-embargoed country or region (currently Cuba, Iran, North Korea, Sudan, Syria or Crimea) or in violation of any U.S. export law or regulation.
- 12.2 Anti-Corruption.** Neither party has received or been offered any illegal or improper bribe, kickback, payment, gift, or thing of value from an employee or agent of the other party in connection with this Agreement. Reasonable gifts and entertainment provided in the ordinary course of business do not violate the above restriction.
- 12.3 Entire Agreement and Order of Precedence.** This Agreement is the entire agreement between SFDC and Customer regarding Customer's use of Services and Content and supersedes all prior and contemporaneous agreements, proposals or representations, written or oral, concerning its subject matter. The parties agree that any term or condition stated in a Customer purchase order or in any other Customer order documentation (excluding Order Forms) is void. In the event of any conflict or inconsistency among the following documents, the order of precedence shall be: (1) the applicable Order Form, (2) this Agreement, and (3) the Documentation. Titles and headings of sections of this Agreement are for convenience only and shall not affect the construction of any provision of this Agreement.
- 12.4 Relationship of the Parties.** The parties are independent contractors. This Agreement does not create a partnership, franchise, joint venture, agency, fiduciary or employment relationship between the parties. Each party will be solely responsible for payment of all compensation owed to its employees, as well as all employment-related taxes.
- 12.5 Third-Party Beneficiaries.** There are no third-party beneficiaries under this Agreement.
- 12.6 Waiver.** No failure or delay by either party in exercising any right under this Agreement will constitute a waiver of that right.
- 12.7 Severability.** If any provision of this Agreement is held by a court of competent jurisdiction to be contrary to law, the provision will be deemed null and void, and the remaining provisions of this Agreement will remain in effect.
- 12.8 Assignment.** Neither party may assign any of its rights or obligations hereunder, whether by operation of law or otherwise, without the other party's prior written consent (not to be unreasonably withheld); provided, however, either party may assign this Agreement in its entirety (including all Order Forms), without the other party's consent to its Affiliate or in connection with a merger, acquisition, corporate reorganization, or sale of all or substantially all of its assets. Notwithstanding the foregoing, if a party is acquired by, sells substantially all of its assets to, or undergoes a change of control in favor of, a direct competitor of the other party, then such other party may terminate this Agreement upon written notice. In the event of such a termination, SFDC will refund Customer any prepaid fees covering the remainder of the term of all subscriptions for the period after the effective date of such termination. Subject to the foregoing, this Agreement will bind and inure to the benefit of the parties, their respective successors and permitted assigns.
- 12.9 SFDC Contracting Entity, Notices, Governing Law, and Venue.** The SFDC entity entering into this Agreement, the address to which Customer should direct notices under this Agreement, the law that will apply in any dispute or lawsuit arising out of or in connection with this Agreement, and the courts that have jurisdiction over any such dispute or lawsuit, depend on where Customer is domiciled.

If Customer is domiciled in:	The SFDC entity entering into this Agreement is:	Notices should be addressed to:	Governing law is:	Courts with exclusive jurisdiction are:
United States of America, Mexico or a Country in Central or South America or the Caribbean	Salesforce.com, a Delaware corporation	Salesforce.com, 415 Mission Street, 3rd Floor, San Francisco, California, 94105, U.S.A., attn: VP, Worldwide Sales Operations, with a copy to attn: General Counsel.	controlling United States federal law	San Francisco, California, U.S.A.
Canada	salesforce.com Canada Corporation, a Nova Scotia corporation	Salesforce Tower, 415 Mission Street, 3rd Floor, San Francisco, California, 94105, U.S.A., attn: VP, Worldwide Sales Operations, with a copy to attn: General Counsel.	Ontario and controlling Canadian federal law	Toronto, Ontario, Canada
France	salesforce.com France, a French S.A.S company with a share capital of 37,000 €, registered with the Paris Trade Registry under number 483 993 226 RCS Paris, Registered office: 3 Avenue Octave Gréard, 75007 Paris, France	Salesforce.com Sarl, Route de la Longeraie 9, Morges, 1110, Switzerland, attn: Director, EMEA Sales Operations, with a copy to attn: Legal Department - Service Juridique, 3 Avenue Octave Gréard, 75007 Paris, France.	France	Paris, France
Germany	salesforce.com Germany GmbH, a limited liability company, incorporated in Germany	Salesforce.com Sarl, Route de la Longeraie 9, Morges, 1110, Switzerland, attn: Director, EMEA Sales Operations, with a copy to attn: Legal Department - Erika-Mann-Strasse 31-37, 80636 München, Germany.	Germany	Munich, Germany
Italy	Salesforce.com Italy S.r.l., an Italian limited liability company having its registered address at Piazza Filippo Meda 5, 20121 Milan (MI). VAT / Fiscal code n. 04959160963	Salesforce.com Sarl, Route de la Longeraie 9, Morges, 1110, Switzerland, attn: Director, EMEA Sales Operations, with a copy to attn: Legal Department	Italy	Milan, Italy
Spain	Salesforce Systems Spain, S.L.U., a limited liability company incorporated in Spain	Salesforce.com Sarl, Route de la Longeraie 9, Morges, 1110, Switzerland, attn: Director, EMEA Sales Operations, with a copy to attn: Legal Department - Paseo de la Castellana 79, Madrid, 28046, Spain	Spain	Madrid, Spain
United Kingdom	Salesforce UK Limited (f/k/a salesforce.com EMEA Limited), a limited liability company incorporated in England	Salesforce.com Sarl, Route de la Longeraie 9, Morges, 1110, Switzerland, attn: Director, EMEA Sales Operations, with a copy to attn: Legal Department, Salesforce UK Limited (f/k/a salesforce.com EMEA Limited), Floor 26 Salesforce Tower, 110 Bishopsgate, London, EC2N 4AY, United Kingdom.	England	London, England

A Country in Europe, the Middle East or Africa, other than Italy, Spain, and the United Kingdom	SFDC Ireland Limited, a limited liability company incorporated in Ireland	Salesforce.com Sarl, Route de la Longeraie 9, Morges, 1110, Switzerland, attn: Director, EMEA Sales Operations, attn: Legal Department - 3rd and 4th Floor, 1 Central Park Block G, Central Park, Leopardstown, Dublin 18, Ireland	England	London, England
Japan	Kabushiki Kaisha Salesforce.com, a Japan corporation	JP Tower 12F, 2-7-2 Marunouchi, Chiyoda-ku, Tokyo 100-7012, Japan, attn: Senior Director, Japan Sales Operations, with a copy to attn: General Counsel.	Japan	Tokyo, Japan
A Country in Asia or the Pacific region, other than Japan, Australia or New Zealand	Salesforce.com Singapore Pte Ltd, a Singapore private limited company	5 Temasek Boulevard #13-01, Suntec Tower 5, Singapore, 038985, attn: Director, APAC Sales Operations, with a copy to attn: General Counsel.	Singapore	Singapore
Australia or New Zealand	SFDC Australia Pty Ltd	201 Sussex Street, Darling Park Tower 3, Level 12, Sydney NSW 2000, attn: Senior Director, Finance with a copy to attn: General Counsel.	New South Wales, Australia	New South Wales, Australia

12.10 Manner of Giving Notice. Except as otherwise specified in this Agreement, all notices related to this Agreement will be in writing and will be effective upon (a) personal delivery, (b) the second business day after mailing, or (c), except for notices of termination or an indemnifiable claim ("Legal Notices"), which shall clearly be identifiable as Legal Notices, the day of sending by email. Billing-related notices to Customer will be addressed to the relevant billing contact designated by Customer. All other notices to Customer will be addressed to the relevant Services system administrator designated by Customer.

12.11 Agreement to Governing Law and Jurisdiction. Each party agrees to the applicable governing law above without regard to choice or conflicts of law rules, and to the exclusive jurisdiction of the applicable courts above.

12.12 Local Law Requirements: France. With respect to Customers domiciled in France, in the event of any conflict between any statutory law in France applicable to Customer, and the terms and conditions of this Agreement, the applicable statutory law shall prevail.

12.13 Local Law Requirements: Germany. With respect to Customers domiciled in Germany, Section 8 "REPRESENTATIONS, WARRANTIES, EXCLUSIVE REMEDIES AND DISCLAIMERS", Section 9.3 "Exclusive Remedy", and Section 10 "LIMITATION OF LIABILITY" of this Agreement are replaced with the following sections respectively:

8 WARRANTIES FOR CUSTOMERS DOMICILED IN GERMANY

8.1 Agreed Quality of the Services. SFDC warrants that during an applicable subscription term (a) this Agreement, the Order Forms and the Documentation will accurately describe the applicable administrative, physical, and technical safeguards for protection of the security, confidentiality and integrity of Customer Data, (b) SFDC will not materially decrease the overall security of the Services, (c) the Services will perform materially in accordance with the applicable Documentation, and (d) subject to the "Integration with Non-SFDC Applications" section above, SFDC will not materially decrease the overall functionality of the Services.

8.2 Content. SFDC is not designating or adopting Content as its own and assumes no warranty or liability for Content. The parties agree that the "Reporting of Defects", "Remedies resulting from Defects" and "Exclusions" section shall apply accordingly to SFDC's responsibility in the event SFDC is deemed responsible for Content by a court of competent jurisdiction.

8.3 Reporting of Defects. Customer shall report any deviation of the Services from the "Agreed Quality of the Services" section ("Defect") to SFDC in writing without undue delay and shall submit a detailed description of the Defect or, if not possible, of the symptoms of the Defect. Customer shall forward to SFDC any useful information available to Customer for rectification of the Defect.

8.4 Remedies resulting from Defects. SFDC shall rectify any Defect within a reasonable period of time. If such rectification fails, Customer may terminate the respective Order Form provided that SFDC had enough time for curing the Defect. The "Refund or Payment upon Termination" section, sentence and 1 and sentence 3 shall apply accordingly. If SFDC is responsible for the Defect or if SFDC is in default with the rectification, Customer may assert claims for the damage caused in the scope specified

in the "Limitation of Liability" section below.

8.5 Defects in Title. Defects in title of the Services shall be handled in accordance with the provisions of Clause 9 "Mutual Indemnification".

8.6 Exclusions. Customer shall have no claims under this Clause 8 "Warranty" if a Defect was caused by the Services not being used by Customer in accordance with the provisions of this Agreement, the Documentation and the applicable Order Forms.

9.3 Liability resulting from Indemnification for Customers domiciled in Germany. The below "Limitation of Liability" section shall apply to any claims resulting from this "Mutual Indemnification" section.

10. LIMITATION OF LIABILITY FOR CUSTOMERS DOMICILED IN GERMANY

10.1 Unlimited Liability. The Parties shall be mutually liable without limitation

- (a) in the event of willful misconduct or gross negligence,
- (b) within the scope of a guarantee taken over by the respective party,
- (c) in the event that a defect is maliciously concealed,
- (d) in case of an injury to life, body or health,
- (e) according to the German Product Liability Law.

10.2 Liability for Breach of Cardinal Duties. If cardinal duties are infringed due to slight negligence and if, as a consequence, the achievement of the objective of this Agreement including any applicable Order Form is endangered, or in the case of a slightly negligent failure to comply with duties, the very discharge of which is an essential prerequisite for the proper performance of this Agreement (including any applicable Order Form), the parties' liability shall be limited to foreseeable damage typical for the contract. In all other respects, any liability for damage caused by slight negligence shall be excluded.

10.3 Liability Cap. Unless the parties are liable in accordance with "Unlimited Liability" section above, in no event shall the aggregate liability of each party together with all of its Affiliates arising out of or related to this Agreement exceed the total amount paid by Customer and its Affiliates hereunder for the Services giving rise to the liability in the 12 months preceding the first incident out of which the liability arose. The foregoing limitation will not limit Customer's and its Affiliates' payment obligations under the "Fees and Payment" section above.

10.4 Scope. With the exception of liability in accordance with the "Unlimited Liability" section, the above limitations of liability shall apply to all claims for damages, irrespective of the legal basis including claims for tort damages. The above limitations of liability also apply in the case of claims for a party's damages against the respective other party's employees, agents or bodies.

12.14 Local Law Requirements: Italy. With respect to Customers domiciled in Italy, Section 5.2 "Invoicing and Payment", Section 5.3 "Overdue Charges", Section 5.4 "Suspension of Service and Acceleration", and Section 12.2 "Anti Corruption" of this Agreement are replaced with the following sections respectively:

5.2. Invoicing and Payment

5.2.1 Invoicing and Payment. Fees will be invoiced in advance and otherwise in accordance with the relevant Order Form. Unless otherwise stated in the Order Form, fees are due net 30 days from the invoice date. The parties acknowledge that invoices are also be submitted electronically by SFDC in accordance with the "Electronic Invoicing" section below through the Agenzia delle Entrate's Exchange System (SDI – Sistema di Interscambio) and any delay due to the SDI shall not affect the foregoing payment term. Customer shall be responsible for providing complete and accurate billing and contact information to SFDC and shall notify SFDC of any changes to such information.

5.2.2 Electronic Invoicing. The invoice will be issued in electronic format as defined in article 1, paragraph 916, of Law no. 205 of December 27, 2017, which introduced the obligation of electronic invoicing, starting from January 1, 2019, for the sale of goods and services performed between residents, established or identified in the territory of the Italian State. To facilitate such electronic invoicing, Customer shall provide to SFDC at least the following information in writing: Customer full registered company name, registered office address, VAT number, tax/fiscal code and any additional code and/or relevant information required under applicable law. In any event, the parties shall cooperate diligently to enable such electronic invoicing process. Any error due to the provision by Customer of incorrect or insufficient invoicing information preventing (a) SFDC to successfully submit the electronic invoice to the SDI or (b) the SDI to duly and effectively process such invoice or (c) which, in any event, requires SFDC to issue an invoice again, shall not result in an extension of the payment term set out in the "Invoicing and Payment" section above, and such term shall still be calculated from the date of the original invoice. SFDC reserves the right to provide any invoice copy in electronic form via email in addition to the electronic invoicing described herein.

5.2.3 Split Payment. If subject to the "split payment" regime, Customer shall be exclusively responsible for payment of any VAT amount due, provided that Customer shall confirm to SFDC the applicability of such regime and, if applicable, Customer shall provide proof of such VAT payment to SFDC and, if applicable, Customer shall provide proof of such VAT payment to SFDC.

5.3 Overdue Charges. Subject to the "Payment Disputes" section below, if any invoiced amount is not received by SFDC by the due date, then without limiting SFDC's rights or remedies, those charges, without the need for notice of default, may accrue late interest at the rate of 1.5% of the outstanding balance per month, or the maximum rate permitted by law (Legislative Decree no. 231/2001), whichever is lower, and on the SFDC may also be on the late description remedy and Order Terms on payment terms shorter than those specified in the "Invoicing and Payment" section above.

5.4. Suspension of Service. Subject to the "Payment Disputes" section below, if any charge owing by Customer under this or any other agreement for services is 30 days or more overdue, (or 10 or more days overdue in the case of amounts Customer has authorized SFDC to charge to Customer's credit card), SFDC may, without limiting its other rights and remedies, suspend Services until such amounts are paid in full, provided that, other than for customers paying by credit card or direct debit whose payment has been declined, SFDC will give Customer at least 10 days' prior notice that its account is overdue, in accordance with the "Manner of Giving Notice" section below for billing notices, before suspending services to Customer.

12.2 Anti-Corruption.

12.2.1 Anti-Corruption. Neither party has received or been offered any illegal or improper bribe, kickback, payment, gift, or thing of value from an employee or agent of the other party in connection with this Agreement. Reasonable gifts and entertainment provided in the ordinary course of business do not violate the above restriction.

12.2.2 Code of Conduct and Organization, Management and Control Model. Customer acknowledges that SFDC has adopted an Organization, Management and Control Model pursuant to Legislative Decree 231/2001 to prevent crimes provided for therein and commits to comply with the principles contained in the above Legislative Decree 231/2001 and in the SFDC Code of Conduct which is available at the following link: https://www.salesforce.com/content/dam/web/en_us/www/documents/legal/compliance%20documents/salesforce-code-of-conduct.pdf. Customer also acknowledges and agrees that the violation of the principles and the provisions contained in Legislative Decree 231/2001 and in the SFDC Code of Conduct by Customer may entitle SFDC, based on the severity of the violation, to terminate this Agreement for cause as set out in Section 11.3(i) above.

12.15 Local Law Requirements: Spain. With respect to Customers domiciled in Spain, in the event of any conflict between any statutory law in Spain applicable to Customer, and the terms and conditions of this Agreement, the applicable statutory law shall prevail.

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Case

00120834

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 [Comments \(0\)](#) |
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 [Activity History \(0\)](#) |
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 [Approval History \(0\)](#) |
 [Contractor Violations Properties \(0\)](#) |
 [DLBA Field Surveys \(0\)](#) |
 [Post Abatement Verifications \(0\)](#) |
 [Sidewalk Repairs \(0\)](#) |
 [Sidewalk Repairs \(Related Case\) \(0\)](#)

Case Detail

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Property	18901 Huntington	Status	For Sale
Parcel ID	22089799	Pipeline	Side Lot
		Status Date	7/10/2019
Transfer Case		Program	Side Lot
Grant Program	HHF5	Priority	High
		Case Record Type	Disp - Side Lot
Property Class (Acct)	Residential-Lot	Interested Entity	
Archived Case URL		BB Failed Date	
MSHDA Demo Lien	YES	BB Failed Reason	
Sale Prep Activity	A-193119	Latest Listing	7/11/2019
Case Record Type (ref)	Disp_Side_Lot	BSEED: Final Grade Approved	8/9/2018
PTA Date Filed			
Contact Name (Compliance ref)			
Compliance DNG Email			
Sidewalk Replaced Date			

Case Details

(ref) QT Recorded Date		Subject	Demo - Non-HHF (Non-DLBA) 18901 Huntington 2016-03-29
Quiet Title Batch		Closeout Reason	
5/50 Waiver Date		FIE Amount Withheld	
Number of Attempts to Sell	1		
Project Batch			
Description			
BSEED Legal Authority	ODM		

Acquisition Information

Acquisition Method	Transfer-WCT	Transfer Agreement	
Acquisition Date	1/13/2017	Acquisition Amount	\$0.00
Donor Name		Concession Amount	
		Concession Designation	

Signoff Details

Signoff Date	
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GTJ Survey

GTJ Batch		GTJ Occupancy	Vacant
GTJ Survey Complete	12/21/2016	GTJ Property Secure	No
GTJ Address	18901 Huntington	GTJ Overall Condition	
GTJ Photo Link	http://www.gljadmin.com/view_assets.asp?id=2162928	GTJ Neighborhood Condition	3
GTJ Structure	Yes	GTJ Survey Assessment	Salvage
GTJ Structure Type	Single Family	GTJ Deconstruction Candidate	No
GTJ Notes	10 openings, fire damage	PhotoRev GTJ-MCM Pass Dt	2/16/2017

Demo Recommendation & Decision

Blight Letter Batch	HHF5 Balch 2	NTP Batch	HHF5 NTP 2.2
Blight Letter Received Date	4/10/2017	NTP Date	4/11/2017
Blight Letter Requested Date	3/13/2017		
Blight Letter Address			
Blight Letter Status	Received		

Asbestos Survey

10/14/2019

ASB Survey RFP Group 6.23.17A
 ASB Survey Contractor Name ATC Group Services, LLC
 ASB Survey Status Completed

ASB Survey Date 8/28/2017
 ASB Document URL <https://drive.google.com/drive/folders/0B9y9gHR...>
 ASB Survey Report Date 9/7/2017
 Asbestos Survey / Plaster of

Asbestos Abatement Estimate & Certification

ASB Abatement Verification Contractor ATC Group Services, LLC
 ASB Verifier Name Charles D. Gheen

ASB Abatement Estimate Min \$424.43
 ASB Abatement Estimate Max \$1,061.09

Asb Abatement Est/Cert RFP 6.23.17A

Utilities

Util: Cut Request Cancel Date

Util: Cut Status Double Cut
 Util: Cut Issues

Util: Gas Cut Date 5/17/2017
 Util: Gas Clearance Type Office Clear
 Util: Electric Cut Date 7/5/2017
 Util: Electric Clearance Type Field Verified

Util: Hazard Notification Date
 Util: Hazard Notification Description

Demo Contractor Details

Demo RFP Group 10.17.17C
 Demo Contractor Salenbien Trucking & Excavating Inc.
 Demo Contractor Proceed Date 3/22/2018

Socrata Projected Knocked By Date 7/31/2018
 Planned Knock Down Date 7/24/2018

Asbestos Abatement RFP Group

Asbestos Abatement Contractor Name

Asbestos Abatement Date
 Asbestos Abatement Document Link
 Asbestos Abatement Notes

Bid Price: Abatement \$891.00
 Bid Price: Demolition \$9,010.00
 Bid Price: Abatement Demo Single Cost
 Bid Price: Total Demo Contractor Amt \$11,813.23
 Socrata Reported Price \$11,813.23

Backfill Complete
 Winter Grade Requested
 Winter Grade 2nd Request
 Winter Grade Inspection Scheduled

Knock Down Date 7/24/2018
 Open Hole Requested 7/24/2018
 Open Hole Inspection Scheduled

Final Grade Requested 8/7/2018
 Final Grade 2nd Request
 Final Grade Inspection Scheduled

Demo Returned by Contractor
 Returned by Contractor: RFP
 HHF Non-Recoverable Cost

Demo Contractor Hydrant Log
 DBA Field Notes

Sidewalk Contractor

Demo Cost Details

Cost: GTJ Inspection \$15.00
 Cost: Utility Cut
 Cost: Asbestos Survey \$892.50

Invoice: GTJ
 Invoice: Utility Cut
 Invoice: Asbestos Survey
 Invoice: Asbestos Survey(new) ATC Group Services, LLC 2091670

Cost: Asbestos Abatement Estimate \$25.00
 Cost: Asbestos Abatement Certification \$125.00

Invoice: Asb Abatement Estimate ATC Group Services, LLC 2059769
 Invoice: Asb Abatement Certification ATC Group Services, LLC 2099051

Cost: Asbestos Abatement \$891.00
 Cost: Knock & Greening (combined)
 Cost: Knock Down \$9,420.48
 Cost: Dirt (greening) \$934.50
 Cost: Grade (greening) \$311.50
 Cost: Seed (greening) \$155.75
 Cost: Sidewalk (greening)

Invoice: Asbestos Remediation
 Invoice: Asbestos Remediation(new) Salenbien Trucking & Excavating Inc. 52520189R
 Invoice: Demo Contractor
 Invoice: Demo Contractor(new) Salenbien Trucking & Excavating Inc. 630201818
 Winter Grade Withholding
 Invoice: Winter Grade Payout
 Invoice: Winter Grade Payout(new)
 Total: Demo Contractor Amt (formula) \$11,813.23
 Bid-Invoice Difference \$0.00

10/14/2019

Case: 00120834 ~ Salesforce - Enterprise Edition

Demo Change Order AMT
 Demo Change Order AMT2
 Hydrant Change Order Invoice
 Amount
 Demo Change Order Total

Demo Change Order Description
 Demo Change Order Description2

Demo Misc Costs
 Demo Misc Cost Description
 Demo Misc Costs 2
 Demo Misc Cost Description 2
 Demo Misc Costs 3
 Demo Misc Cost Description 3
 Cost: Clean Fill
 Cost: Lot Maintenance
 Cost: Project Management

Invoice Misc Demo Cost

Invoice Misc Demo Cost 2

Invoice: Misc Demo Cost 3

Invoice: Clean Fill

Total: All Demo Costs \$12,970.73

MATT Cost Details

MATT Status Stage 7 - Post Funding
 MATT DE Number D5-22072-18901 Huntington

Total: MATT Invoice \$14,095.73

Credit: FIE Funds

MATT Invoice Adjustment (\$1,125.00)

MATT Invoice Adjustment Notes

Miscellaneous Demo Details

PDD Source

Demo Pull Requests

Demo Pull Requested Reason
 Demo Pull Staff Recommendation

Demo Pull Request Notes

Demo Pull Staff Recommendation Date

Demo Pull Executive Determination

Demo Pull Executive Determination Date

Demo Pulled Date

Demo Pull Failed

Pipeline History

Demolished ✓
 Reviewed by Demo ✓

Sold - Side Lot

Sold - Direct Sale

Sold - Auction

NAP

Drug House

Standard Fields

Case Origin

Contact Name US Mortgage Specialist, LLC Delaware Co.

Contact Account Name General Citizen

Contact Phone

System Information

Created By Brian Farbas 3/29/2016 2:26 PM
 Last Modified By Derrick Benedict 8/20/2019 1:33 PM

Date/Time Opened 3/29/2016 2:26 PM

Date/Time Closed

[Edit](#) [Delete](#) [Close Case](#) [Sharing](#) [Map](#)

Socrata: BSEED Help

Socrata: BSEED

Action	Socrata: BSEED	Action Description	Inspection Date	Inspection Results	CSA Notes	CSA Updated	Building Permit Description	Permit Status
	BSEED-132627	Final Grade Inspection	8/9/2018	OK	F/G CALL FINAL GRADE ACCEPTABLE.	8/10/2018		
	BSEED-131801	Open Hole Demo Inspection	7/26/2018	OK	OH CALL DWLG DOWN DEBRIS REMOVED SEWER CAPPED. REC. OK TO FILL	7/27/2018		
	BSEED-108825		3/13/2018				WRECK AND REMOVE DEBRIS	OPEN
	BSEED-142895							

Inquiries Help

Inquiries

[New Inquiry](#)

Action	Inquiry Name	Inquiry Category	Inquiry Sub-Category	Inquiry Date	Contact Name	Inquiry Status	Follow-Up Inquiry Count	Priority	Created By
Edit	INQ-036318	Property Maintenance	Board/Secure	8/22/2017	Rita Gantt	Closed	0	Medium	Trezella Goodin , 8/22/2017 12:45 PM
Edit	INQ-036319	Property Maintenance	Debris, Clean Up	8/22/2017	Rita Gantt	Closed	0	Medium	Trezella Goodin , 8/22/2017 12:49 PM
Edit	INQ-052044	Demolition	Demo Timing	5/21/2018	Rita Gantt	Closed	0	Medium	Temika Bunton , 5/21/2018 10:18 AM
Edit	INQ-053692	Demolition	Demo Timing	6/8/2018	Latrice McClendon	Closed	0	High	Stephanie Young , 6/8/2018 4:50 PM
Edit	INQ-047780	Property Maintenance	Board/Secure	3/22/2018	Latrice McClendon	Closed	0	High	Stephanie Young , 3/22/2018 2:01 PM
Edit	INQ-008924	Demolition	Report Property Damage	4/15/2015	Rita Gantt	Escalated	0	Medium	Ted Schultz , 6/1/2016 8:41 PM

3/5

10/14/2019

Case: 00120834 ~ Salesforce - Enterprise Edition

Edit [INQ-013591](#)

Demolition

Demo Request

1/1/1900

[Fake Fakester III](#)

Closed

0 Medium [Ted Schultz](#), 6/3/2016 9:55 AM

DLBA Activities

[Side Lot Sale \(Only\)](#)[DLBA Activities Help](#)

A-246308	Side Lot Sale	For Sale On Site	NO SELECTED BUYER	7/11/2019	Scheduled	0
A-193119	Sale Preparation			10/10/2018	Scheduled	0

Comments

[New Comment](#)[Comments Help](#)

No records to display

Attachments

[Attach File](#)[Attachments Help](#)

No records to display

Open Activities

No records to display

[Open Activities Help](#)

Activity History

[Mail Merge](#) [Compliance Email](#)[Activity History Help](#)

No records to display

Case History

[Case History Help](#)

Date	User	Action
7/10/2019 5:14 PM	Savannah Robbins	Changed Status from Sales Review to For Sale.
7/10/2019 4:13 PM	Savannah Robbins	Changed Status Date from 6/3/2019 to 7/10/2019.
		Deleted Reset in Transfer Case.
		Changed Transfer Case from Disposition - Side Lot to Reset.
		Changed Status from Vacant Land to Sales Review.
		Changed Case Record Type from DLBA - Inventory to Disp - Side Lot.
		Changed Transfer Case to Disposition - Side Lot.
6/3/2019 9:53 AM	Savannah Robbins	Changed Status Date from 5/28/2019 to 6/3/2019.
		Changed Status from Intake Review to Vacant Land.
5/28/2019 2:20 PM	Derrick Benedict	Changed Status Date from 7/24/2018 to 5/28/2019.
		Deleted Reset in Transfer Case.
		Changed Transfer Case from DLBA - Intake Review to Reset.
		Changed Status from Demolished to Intake Review.
		Changed Case Record Type from Demo - HHF to DLBA - Inventory.
		Changed Transfer Case to DLBA - Intake Review.
9/7/2018 9:06 AM	Jerry Assam Jr	Changed Case Owner from DLBA Admin to Demolition Team.
9/5/2018 9:04 AM	Derrick Benedict	Changed Owner (Assignment) from Demolition Team to DLBA Admin.
7/24/2018 4:10 PM	Amber Hine	Changed Status Date from 3/22/2018 to 7/24/2018.
		Changed Status from Demo Contracted to Demolished.
		Changed Knock Down Date to 7/24/2018.
7/19/2018 12:12 PM	Amber Hine	Changed Planned Knock Down Date to 7/24/2018.

Approval History

[Submit for Approval](#)[Approval History Help](#)

No records to display

Contractor Violations: Properties

[New Contractor Violations: Property](#)[Contractor Violations: Properties Help](#)

No records to display

DLBA Field Surveys

[DLBA Field Surveys Help](#)

No records to display

Post Abatement Verifications

[New Post Abatement Verification](#)[Post Abatement Verifications Help](#)

No records to display

Sidewalk Repairs

[New Sidewalk Repair](#)[Sidewalk Repairs Help](#)

No records to display

Sidewalk Repairs (Related Case)

[Sidewalk Repairs \(Related Case\) Help](#)<https://na103.salesforce.com/500j000000B4wjR>

10/14/2019

New Sidewalk Repair

No records to display

Attachment VIII

Responses to Council Member James Tate's Questions Regarding the Blight Removal Bond



Office of the
Chief Financial Officer

2 Woodward Avenue, suite 1100
Detroit, Michigan 48226

Fax: 313 -224-2135
www.detroitmi.gov

MEMORANDUM

TO: Council Member James Tate

FROM: David Massaron, Chief Financial Officer, City of Detroit
Arthur Jemison, Group Executive for Planning, Housing and Development
Brad Dick, Group Executive of Infrastructure

DATE: October 21, 2019

RE: Responses to Questions about Blight Removal Bond

The following are answers to questions you asked Arthur Jemison at a recent meeting.

1. Can there be a tree mitigation fund?

Of the annual \$50 million recommended for blight removal by the POA, we propose that \$10 million should be spent each year on other blight removal activities, to the extent surplus dollars are available. For the past few years, GSD has used other blight funding for murals, graffiti removal, vacant house board up, vacant property clean up, and commercial corridor clean up. By completing more demolitions, we can reroute funding that was previously used for board up and vacant property clean up to other activities such as contracting out removing blighted trees.

In general, it is the property owner's responsibility to address trees in their own yards. The Administration is happy to work with Council Member Tate on a program where the City could help property owners address dangerous trees in their yard, and place a lien on the house to recover the funds when the property is sold.

2. What is the way we will deal with vacant areas after demo?

The City grows when we deliver better opportunities (residential, small business, industrial): current Detroiters stay and new Detroiters join them.

The City will be continuing its use of the neighborhood planning process to drive positive change in neighborhoods. With the Russell Woods and the new Gratiot 7 Mile plans, the City is expanding the planning areas to include areas that will be affected by the removal of vacant and abandoned houses. This way the neighbors will be able to identify interim and long-term plans for land in their neighborhood.

In the areas most affected by demolition of vacant and abandoned structures, the City will be investigating four primary areas:

- 1/ history of the neighborhood;
- 2/ tactical historic preservation opportunities;
- 3/ housing rehabilitation opportunities for vacant properties;
- 4/ interim and medium-term open space strategies.

These pillars will help the city and neighbors plan for redevelopment while also creating amenities, preventing illegal dumping and making the neighborhood more attractive.

Attachment IX

Responses to Council Member Scott Benson's Questions Regarding the Blight Removal Bond



Office of the
Chief Financial Officer

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Detroit, Michigan 48226

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www.detroitmi.gov

MEMORANDUM

TO: Council Member Scott Benson

FROM: David Massaron, Chief Financial Officer, City of Detroit
Arthur Jemison, Group Executive for Planning, Housing and Development

DATE: October 21, 2019

RE: Responses to Questions about Blight Removal Bond

The following are answers to questions you submitted in your October 16 memo.

- 1. Please solidify the bond number at \$225m or \$250m. The mixing of numbers is confusing to the public and leads to distrust.**

We are asking the public for \$250 million in bond authorization. To be conservative, we have shown City Council various scenarios (attached) based on the economic situation that would meet the City's needs. We believe under all scenarios, we can borrow \$225 million without raising taxes on Detroiters and conserving capacity for future capital needs. In scenario 2 where there is an improvement in taxable values, we would be able to borrow \$250 million without raising taxes and conserving capacity for future capital needs. Scenario 2 would give us a greater contingency to meet Detroit's blight removal needs and reduce future pressure on the General Fund.

- 2. Please prepare a diagram that illustrates the stress test results on the final bond offering scenario selected by the administration.**

In the attachment, Scenario 4 of the bond sizing scenarios was prepared to consider the impact of a recession. This scenario assumed a 25% decrease in state equalized values beginning in tax year 2020, spread over three years before recovering. This scenario forecasted a decrease in total City taxable value of over \$465 million. The results of this stress test indicate that \$225 million in blight bonds would still be issued and the debt millage would remain at 9 mills, but that the capacity to issue future capital bonds would decrease to \$384.7 million as compared to \$443.5 million in the base case.

- 3. Please respond to the recommendation that all demolition activities be located and managed by one office for efficiency purposes. Does the administration plan to implement this recommendation?**

The Administration has proposed the creation of a new Demolition Department to oversee the demolition program. Under this proposal, the Detroit Building Authority will no longer be part of demolition. The new Demolition Department will work with OCFO divisions (OCP, ODFS, OB, and Treasury) to budget, procure, pay for and monitor use of bond proceeds for demolitions. The Buildings, Safety Engineering and Environmental Department (BSEED) will continue to inspect. The Administration will propose an Executive Organization Plan change prior to the end



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of City Council's session in November, and will propose the funding change with the FY2020-2021 Budget Recommendation.

- 4. Please detail how the administration plans to comply with all IRS regulations around the tax exempt status of the bonds. I.e. Who will be responsible for the compliance, where will the records be held, how will this compliance process be carried out over the 30 years of the bonds, which departments will be involved in compliance, etc?**

The OCFO (specifically the Debt Management Branch within Treasury) is responsible for monitoring compliance with all IRS regulations. The procurement for the demolition projects will occur through the Office of Contracts and Procurement and the invoices will be paid through the Oracle ERP system, so records of bond expenditures will be maintained there.

The Land Bank will continue to use Salesforce to track investment and long-term disposition in each of the properties. While Treasury could create a new database for this, we thought it was more prudent to use an existing system that already tracks demolition and disposition of properties. As part of the Land Bank's tax compliance certificate, they will agree to provide regular exports from the system to the City. The OCFO will store the data from the extracts so that if Salesforce information is not available for any reason, the OCFO will have up to date data to rely on.

On a quarterly basis, the OCFO will review the exports to measure compliance with the de minimis limitation for the private payment test described under the IRS regulations.

- 5. The LPD report indicates every parcel which receives an investment of blight bonds will have to be tracked for compliance purposes. Is this an accurate portrayal of the level of monitoring required for these bonds to comply with IRS tax exempt regulations?**

It is correct that the OCFO will monitor the disposition of each parcel to track any amounts received from the sale or lease (if any) of the property as described in the response to Question 4 above.

- 6. Please describe a worst case scenario, where the City cannot maintain compliance with the blight bonds and the IRS removes the tax exempt status. How would this situation impact the:**
- a. Detroit taxpayers**
 - b. City of Detroit**
 - c. Purchasers of the bonds**

Compliance with the IRS rules is not as onerous as it would seem. If tax exempt bond proceeds were initially spent on a demo, and then money was recovered by other means (selling the property), there is a "replacement" for tax purposes. To "cure" the replacement, the City would need to use the amounts received from the private property owner on other eligible costs and treat those new expenditures as the ones actually made with bond proceeds. The "new" expenditure from the amounts received from private property owners would then need to be tracked, in the same way that expenditures from bond proceeds are tracked. That is, the



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expenditure made from amounts received from private property owners "replaces" the one originally paid from bond proceeds and needs to be tracked as such. The City is very accustomed to tracking spending using tax exempt bond proceeds and this is already part of the debt management branch of the OCFO Treasury operation.

7. After 2025 the administration indicates the City should experience the need for 100-200 demolitions per year. Justify this estimate?

As we looked at similar cities like Pittsburgh, we found that they have a steady state demolition rate of about 100-200 demolitions per year.

8. The LPD report provides a narrative of how the City's debt policy is impacted by the bond proposal and debt affordability. A series of metrics/ratios is indicated as the measurements to verify if the bonds comply with our debt policy. Please prepare infographics to illustrate visually how these metrics/ratios are calculated, so the layperson can understand how they work. Ex. 1.85X is indicated as a reasonable ratio on page 14 of the LPD report.

We are proposing that in June 2020 the City issues \$175 million in blight UTGO bonds and \$52.245 million in capital UTGO bonds (the latter was authorized by the City Council in October 2018). We considered the impact on key debt ratios of this proposed June 2020 borrowing by comparing these debt ratios to the same ratios at the end of fiscal year 2019 (i.e., June 30, 2019). We found that there would be no impact.

Specifically, we calculated how the City's total debt as a percent of its annual general fund revenue would change. At June 30, 2019, the City's total debt as a percent of its general fund was 171%. This means that, with the proposed June 2020 borrowing, the City's outstanding debt will be 1.71 times higher than the annual revenues coming into the City's general fund. We then reviewed how that ratio is evaluated by major rating agencies - which look at many local units across the country.

The chart below shows how Moody's rating agency might view our debt ratios. (In the chart, Aaa is the best score.) As shown below, a "Debt As % of General Fund Revenues" percentage of 171 (or 1.7X) falls in the "A" category.



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City of Detroit at June 30, 2019: 1.7X ("A" category)

City of Detroit Projected at June 30, 2020: 1.85X ("A" category)

Moody's Rating Agency Scorecard Sub-factors	Aaa	Aa	A	Baa	Ba	B & Below
Debt as % of General Fund Revenues	33% or 0.33x	67% or 0.67x	300% or 3.00x	500% or 5.00x	700% or 7.00x	1500% or 15.00x
Debt as % of Full Value	0.75%	1.75%	4%	10%	15%	20%

City of Detroit at June 30, 2019: 12.74% ("Ba" category)

City of Detroit Projected at June 30, 2020: 10.55% ("Ba" category)

The ratio of "Debt as % of Full Value" (full value generally refers to the market value of all the property located within the City of Detroit) remains in the Ba category. While this category is not as high as an A, we note that the proposed June 2020 borrowing does not negatively impact that ratio. In fact, there is a slight improvement from 12.74% (June 30, 2019) to 10.55% (projected June 30, 2020) due to the projected increase of property values in the City of Detroit.

SCENARIO 1 (BASE CASE):
\$225 million in Blight Bonds (75% tax exempt/25% taxable)

Fiscal Year	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	Total (20-29) ¹
\$'s in thousands											
Blight UTGO Bonds	\$175,000	\$-	\$50,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$175,000
Future Capital UTGO Bonds	52,245	-	-	111,500	-	93,250	-	93,250	-	93,250	413,495
Total	\$227,245	\$-	\$50,000	\$111,500	\$-	\$93,250	\$-	\$93,250	\$-	\$93,250	\$618,495
Existing UTGO Debt Service	\$64,466	\$62,657	\$47,816	\$43,991	\$39,248	\$30,927	\$25,680	\$25,676	\$25,670	\$20,049	\$36,180
Blight UTGO DS		15,325	19,015	20,743	17,551	13,848	13,558	13,560	13,235	12,051	118,886
Future Capital UTGO DS		2,288	2,288	2,288	8,123	17,972	23,398	24,177	25,900	32,985	139,420
Aggregate Debt Service	\$64,466	\$80,270	\$69,120	\$67,022	\$64,923	\$62,747	\$62,636	\$63,413	\$64,805	\$65,085	\$614,486
Actual and Projected Property Tax Collections	\$54,325	\$54,848	\$54,766	\$55,138	\$55,536	\$55,877	\$57,127	\$58,349	\$59,602	\$60,885	\$616,454
Federal Rebates (BABs)	3,071	2,990	2,903	2,809	2,699	2,571	2,432	2,281	2,117	1,938	15,811
PPT Reimbursement	4,000	4,000	4,000	3,600	3,240	2,916	2,624	2,362	2,126	1,913	10,781
Interest earnings	790	630	600	600	600	600	600	600	600	600	6,220
Projected Draw from Trustee Account	2,280	17,803	6,851	4,875	2,848	782	(148)	(180)	360	(252)	15,219
Total Sources	\$64,466	\$80,270	\$69,120	\$67,022	\$64,923	\$62,747	\$62,636	\$63,413	\$64,805	\$65,085	\$614,486

¹Total represents amount through ten year planning horizon.

Highlights of Scenario 1

Capacity for \$225 million in Blight Bonds
Capacity for \$443.5 million in future Capital Bonds
Millage Rate remains at 9 mills

Assumptions for Blight UTGO Bonds

Tax-Status of Blight UTGO Bonds: 75% tax-exempt; 25% taxable
Estimated TIC: 4.683%
Average Annual Debt Service: \$12.4 million
Term: 30 years
Debt Service: Level with accelerating principal amortization in first 4 years (with taxable bonds front loaded and TE bonds wrapped around)

Assumptions for Future Capital UTGO Bonds

Tax-Status of Capital UTGO Bonds: 100% tax-exempt
Estimated TIC: 5.313%
Average Annual Debt Service: \$21.9 million
Term: 30 years
Debt Service: Level

SCENARIO 2 (to consider impact of improvement in taxable values):
\$250 million in Blight Bonds

Fiscal Year	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	Total
\$'s in thousands											(20,291)
Blight UTGO Bonds	\$175,000	\$-	\$75,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$250,000
Future Capital UTGO Bonds	52,245	-	-	111,500	-	93,250	-	93,250	-	93,250	443,000
Total	\$227,245	\$-	\$75,000	\$111,500	\$-	\$93,250	\$-	\$93,250	\$-	\$93,250	\$694,000
Existing UTGO Debt Service	\$64,466	\$62,657	\$47,816	\$43,991	\$39,248	\$30,927	\$25,680	\$25,676	\$25,670	\$20,049	\$386,140
Blight UTGO DS		15,325	19,015	20,733	17,551	15,532	15,537	15,538	15,214	14,033	148,000
Future Capital UTGO DS		2,288	2,288	2,288	8,123	17,972	23,398	24,177	25,900	32,985	139,000
Aggregate Debt Service	\$64,466	\$80,270	\$69,120	\$67,012	\$64,922	\$64,430	\$64,615	\$65,391	\$66,784	\$67,067	\$674,000
Actual and Projected Property Tax Collections	\$54,325	\$54,848	\$54,766	\$55,138	\$55,536	\$57,698	\$58,992	\$60,257	\$61,554	\$62,881	\$575,000
Federal Rebates (BABS)	3,071	2,990	2,903	2,809	2,699	2,571	2,432	2,281	2,117	1,938	25,000
PPT Reimbursement	4,000	4,000	4,000	3,600	3,240	2,916	2,624	2,362	2,126	1,913	30,000
Interest earnings	790	630	600	600	600	600	600	600	600	600	6,000
Projected Draw from Trustee Account	2,280	17,803	6,851	4,865	2,847	645	(34)	(110)	388	(266)	35,000
Total Sources	\$64,466	\$80,270	\$69,120	\$67,012	\$64,922	\$64,430	\$64,615	\$65,391	\$66,784	\$67,067	\$674,000

Total represents amount through ten year planning horizon.

Highlights of Scenario 2

Assumes compound annual growth rate of 2.20% in taxable values over five years (i.e., from \$5.95 billion in 2019 to \$6.64 billion in 2024)
Capacity for Blight Bonds increases to \$250 million
Capacity for future Capital Bonds remains at \$443.5 million
Millage Rate remains at 9 mills

Assumptions for Blight UTGO Bonds

Tax-Status of Blight UTGO Bonds: 75% tax-exempt; 25% taxable
Estimated TIC: 4.781%
Average Annual Debt Service: \$14.1 million
Term: 30 years
Debt Service: Level with accelerating principal amortization in first 4 years (with taxable bonds front loaded and TE bonds wrapped around)

Assumptions for Future Capital UTGO Bonds

Tax-Status of Capital UTGO Bonds: 100% tax-exempt
Estimated TIC: 5.313%
Average Annual Debt Service: \$21.9 million
Term: 30 years
Debt Service: Level

SCENARIO 3 (to consider impact of all taxable Blight Bonds):
\$225 million in Blight Bonds (100% taxable)

Fiscal Year	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	Total (20-29)
\$'s in thousands											
Blight UTGO Bonds	\$175,000	\$-	\$50,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$225,000
Future Capital UTGO Bonds	52,245	-	-	107,500	-	83,000	-	83,000	-	83,000	408,745
Total	\$227,245	\$-	\$50,000	\$107,500	\$-	\$83,000	\$-	\$83,000	\$-	\$83,000	\$633,745
Existing UTGO Debt Service	\$64,466	\$62,657	\$47,816	\$43,991	\$39,248	\$30,927	\$25,680	\$25,676	\$25,670	\$20,049	\$386,181
Blight UTGO DS		14,360	18,206	19,710	16,692	16,689	16,688	16,692	16,691	16,694	152,421
Future Capital UTGO DS		3,158	3,159	3,163	9,157	15,153	20,137	21,034	22,520	28,420	125,901
Aggregate Debt Service	\$64,466	\$80,175	\$69,181	\$66,864	\$65,097	\$62,768	\$62,505	\$63,402	\$64,881	\$65,163	\$664,501
Actual and Projected Property Tax Collections	\$54,325	\$54,848	\$54,766	\$55,138	\$55,536	\$55,877	\$57,127	\$58,349	\$59,602	\$60,885	\$566,451
Federal Rebates (BABS)	3,071	2,990	2,903	2,809	2,699	2,571	2,432	2,281	2,117	1,938	25,811
PPT Reimbursement	4,000	4,000	4,000	3,600	3,240	2,916	2,624	2,362	2,126	1,913	30,781
Interest earnings	790	630	600	600	600	600	600	600	600	600	6,220
Projected Draw from Trustee Account	2,280	17,708	6,912	4,717	3,022	804	(279)	(190)	436	(174)	35,231
Total Sources	\$64,466	\$80,175	\$69,181	\$66,864	\$65,097	\$62,768	\$62,505	\$63,402	\$64,881	\$65,163	\$664,501

¹Total represents amount through ten year planning horizon

Highlights of Scenario 3

Assumes 100% of Blight Bonds are taxable (and therefore higher cost of funds)
Capacity for \$225 million in Blight Bonds
Capacity for future Capital Bonds decreases to \$408.8 million
Millage Rate remains at 9 mills

Assumptions for Blight UTGO Bonds

Tax-Status of Blight UTGO Bonds: 100% taxable
Estimated TIC: 6.621%
Average Annual Debt Service: \$16.0 million
Term: 30 years
Debt Service: Level with accelerating principal amortization in first three year:

Assumptions for Future Capital UTGO Bonds

Tax-Status of Capital UTGO Bonds: 100% tax-exempt
Estimated TIC: 5.318%
Average Annual Debt Service: \$20.5 million
Term: 30 years
Debt Service: Level

SCENARIO 4 (to consider impact of recession):
\$225 million in Blight Bonds (75% tax-exempt/25% taxable)

Fiscal Year	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	Total (20-29) ¹
\$'s in thousands											
Blight UTGO Bonds	\$175,000	\$-	\$50,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$225,000
Future Capital UTGO Bonds	52,245	-	-	107,500	-	75,000	-	75,000	-	75,000	384,745
Total	\$227,245	\$-	\$50,000	\$107,500	\$-	\$75,000	\$-	\$75,000	\$-	\$75,000	\$609,745
Existing UTGO Debt Service	\$64,466	\$62,657	\$47,816	\$43,991	\$39,248	\$30,927	\$25,680	\$25,676	\$25,670	\$20,049	\$386,190
Blight UTGO DS		14,398	16,668	16,621	14,412	14,409	14,408	14,410	14,414	13,577	133,410
Future Capital UTGO DS		2,294	2,294	2,294	7,815	12,435	18,250	18,841	20,170	26,809	111,110
Aggregate Debt Service	\$64,466	\$79,350	\$66,779	\$62,906	\$61,475	\$57,771	\$58,338	\$58,926	\$60,254	\$60,435	\$630,110
Actual and Projected Property Tax Collections	\$54,325	\$54,010	\$52,357	\$51,012	\$51,370	\$51,638	\$52,786	\$53,908	\$55,059	\$56,237	\$532,611
Federal Rebates (BABS)	3,071	2,990	2,903	2,809	2,699	2,571	2,432	2,281	2,117	1,938	25,811
PPT Reimbursement	4,000	4,000	4,000	3,600	3,240	2,916	2,624	2,362	2,126	1,913	30,701
Interest earnings	790	630	600	600	600	600	600	600	600	600	6,000
Projected Draw from Trustee Account	2,280	17,720	6,920	4,885	3,566	46	(104)	(225)	352	(254)	35
Total Sources	\$64,466	\$79,350	\$66,779	\$62,906	\$61,475	\$57,771	\$58,338	\$58,926	\$60,254	\$60,435	\$630,110

¹Total represents amount through ten year planning horizon.

Highlights of Scenario 4

Assumes 25% decrease in state equalized values, beginning in tax year 2020, spread over three years before recovering (i.e., decrease in taxable value of over \$455 million)
Capacity for \$225 million in Blight Bonds
Capacity for future Capital Bonds decreases to \$384.7 million
Millage Rate remains at 9 mills

Assumptions for Blight UTGO Bonds

Tax-Status of Blight UTGO Bonds: 75% tax-exempt; 25% taxable
Estimated TIC: 4.744%
Average Annual Debt Service: \$12.7 million
Term: 30 years
Debt Service: Level with accelerating principal amortization in years 2 and 3 (with taxable bonds front loaded and TE bonds wrapped around)

Assumptions for Future Capital UTGO Bonds

Tax-Status of Capital UTGO Bonds: 100% tax-exempt
Estimated TIC: 5.296%
Average Annual Debt Service: \$19.5 million
Term: 30 years
Debt Service: Level

Attachment X

Responses to Council Member Gabe Leland's Questions Regarding the Blight Removal Bond



Coleman A. Young Municipal Center
2 Woodward Avenue, suite 1100
Detroit, Michigan 48226

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MEMORANDUM

TO: Council Member Gabe Leland

FROM: David Massaron, Chief Financial Officer, City of Detroit
Arthur Jemison, Group Executive for Planning, Housing and Development

DATE: October 22, 2019

RE: Responses to Questions about Blight Removal Bond

The following are answers to questions you submitted on the Blight Removal Bond Proposal.

1. A list of demolitions set for the remainder of the year broken down by district

By June 30, 2020, we expect the following number of demolitions per district:

- District 1 - 119
- District 2 - 149
- District 3 - 368
- District 4 - 223
- District 5 - 214
- District 6 - 165
- District 7 - 334

See the attached list of all properties which we expect to be demolished by June 30, 2020.

2. Criteria and outlines for both the rehabilitation of homes and senior repairs.

Residents seeking assistance under the Senior Emergency Home Repair Program are eligible under the following criteria:

- 62 years or over (or at least 55 with a disability)
- Have an income of no more than 50% of the Area Median Income. Under this criteria a one-person household can earn up to \$26,750 and be eligible.
- Taxes must be current, or homeowner is on a payment plan with 3 consecutive payments
- Applicant must have owned the property for 6 months and have clear ownership

HRD works to maximize use of this program for true emergencies. The following types of repairs may be performed through this program:

- No heat
- No water, or no hot water due to plumbing deficiency
- Standing water/sewage
- Major electrical hazards
- Severely leaking roof, subject to collapse
- Floor subject to collapse



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- Urgent accessibility needs due to disability
- Inability to safely enter home due to porch condition
- Significant exposure to outside elements

For existing land bank rehabilitation efforts, staff weigh several factors to identify homes with rehab scopes in line with programmatic requirements and offer a high potential for neighborhood market impact. These criteria include:

- The condition of the home
- The estimated cost of repairs
- Neighborhood market conditions
- Neighborhood market trajectory
- Existing available inventory in area
- Other City and land bank initiatives in the area
- Other rehab activity in the vicinity

3. The number of owner occupied homes in District 7 that went to a nuisance abatement.

At present, staff are not aware of accepting default judgments for any owner occupied properties through the nuisance abatement program.

4. The mowing schedule after demolitions

Through the Fiscal Year 2021 Budget, the Administration will propose a new grass cutting strategy to address the spring growth and improve maintenance of vacant lots.

Address	Status	Demo Contractor: Account Name	Demo RFP: Demo RFP Group	Property: Council District
13249 Strathmoor	Demo Contracted	Leadhead Construction	1.15.2019B	1
15101 Quasota	Demo Contracted	Leadhead Construction	1.15.2019D	1
17341 Beaverland	Demo Contracted	Leadhead Construction	1.15.2019D	1
19378 Edinborough	Demo Contracted	Leadhead Construction	1.15.2019D	1
20930 Lyndon	Demo Contracted	Leadhead Construction	1.15.2019D	1
18267 Heyden	Demo Contracted	Leadhead Construction	1.15.2019D	1
19760 Chapel	Demo Contracted	Leadhead Construction	1.15.2019D	1
20108 Avon	Demo Contracted	Leadhead Construction	1.15.2019D	1
19968 Salem	Demo Contracted	Leadhead Construction	1.15.2019D	1
19730 Trinity	Demo Contracted	Leadhead Construction	1.15.2019D	1
18234 Heyden	Demo Contracted	Leadhead Construction	1.15.2019D	1
18933 Vaughan	Demo Contracted	Leadhead Construction	1.15.2019D	1
15895 Greydale	Demo Contracted	Leadhead Construction	1.15.2019D	1
14550 Dolphin	Demo Contracted	Leadhead Construction	1.15.2019D	1
21664 Jason	Demo Contracted	Leadhead Construction	1.15.2019D	1
14391 Bentler	Demo Contracted	Leadhead Construction	1.15.2019D	1
12893 Vaughan	Demo Contracted	Leadhead Construction	1.15.2019D	1
14830 Burgess	Demo Contracted	Leadhead Construction	1.15.2019D	1
16707 St Marys	Demo Contracted	Leadhead Construction	1.15.2019D	1
15860 Rockdale	Demo Contracted	Leadhead Construction	1.15.2019D	1
21503 Barbara	Demo Contracted	Leadhead Construction	1.15.2019D	1
12845 Stout	Demo Contracted	Leadhead Construction	1.15.2019D	1
15944 Beaverland	Demo Contracted	Leadhead Construction	1.15.2019D	1
15746 Iliad	Demo Contracted	Leadhead Construction	1.15.2019D	1
12887 Fielding	Demo Contracted	Leadhead Construction	1.15.2019D	1
15121 Greydale	Demo Contracted	Leadhead Construction	1.15.2019D	1
13517 Westbrook	Demo Contracted	Leadhead Construction	1.15.2019D	1
14887 Heyden	Demo Contracted	Smalley	1.22.19B	1
14196 Braile	Demo Contracted	Smalley	1.22.19B	1
14185 Patton	Demo Contracted	Smalley	1.22.19B	1
14130 Chapel	Demo Contracted	Smalley	1.22.19B	1
14385 Chapel	Demo Contracted	Smalley	1.22.19B	1
14151 Rockdale	Demo Contracted	Smalley	1.22.19B	1
12730 Terry	Demo Contracted	Homrich	1.22.19D	1
16607 Bramell	Demo Contracted	Homrich	1.8.19D	1
21669 Glenco	Demo Contracted	Rickman Enterprise Group	10.30.18D	1
18242 Evergreen	Demo Contracted	Rickman Enterprise Group	10.30.18D	1
18155 Stout	Demo Contracted	Rickman Enterprise Group	10.30.18D	1
21373 Karl	Demo Contracted	Rickman Enterprise Group	10.30.18D	1
21670 Bennett	Demo Contracted	Rickman Enterprise Group	10.30.18D	1
17602 Stout	Demo Contracted	Rickman Enterprise Group	10.30.18D	1
18271 Greydale	Demo Contracted	Rickman Enterprise Group	10.30.18D	1
12886 Braile	Demo Contracted	Salenbien Trucking & Excavating Inc.	11.27.18C	1
15474 Freeland	Demo Contracted	Homrich	12.4.18F	1
15000 Hubbell	Demo Contracted	Homrich	12.4.18F	1
14907 Hubbell	Demo Contracted	Homrich	12.4.18F	1
14848 Prest	Demo Contracted	Homrich	12.4.18F	1
15451 Greydale	Demo Contracted	Homrich	2.5.19C	1
15417 Trinity	Demo Contracted	Homrich	2.5.19C	1
15362 CHAPEL	Demo Contracted	Homrich	2.5.19C	1
15473 Chapel	Demo Contracted	Homrich	2.5.19C	1
15343 Blackstone	Demo Contracted	Homrich	2.5.19C	1
18469 Greenview	Demo Contracted	Adamo Group, Inc.	3.19.19A	1
13351 Lauder	Demo Contracted	Able Demolition	4.17.18C	1
20551 Grandview	Demo Contracted	DMC Consultants	5.13.2019C	1
17193 Kentfield	Demo Contracted	DMC Consultants	5.13.2019C	1
17194 Chapel	Demo Contracted	DMC Consultants	5.13.2019C	1
19418 Cooley	Demo Contracted	DMC Consultants	5.13.2019C	1
19403 Burgess	Demo Contracted	DMC Consultants	5.13.2019C	1
18486 Greenview	Demo Contracted	DMC Consultants	5.13.2019C	1
19396 Woodbine	Demo Contracted	DMC Consultants	5.13.2019C	1

18680 Shiawassee	Demo Contracted	DMC Consultants	5.13.2019C	1
19126 Bentler	Demo Contracted	DMC Consultants	5.13.2019C	1
19300 Westbrook	Demo Contracted	DMC Consultants	5.13.2019C	1
19751 Faut	Demo Contracted	DMC Consultants	5.13.2019C	1
17134 Patton	Demo Contracted	DMC Consultants	5.13.2019C	1
19491 Stout	Demo Contracted	DMC Consultants	5.13.2019C	1
17650 Heyden	Demo Contracted	DMC Consultants	5.13.2019C	1
17651 Kentfield	Demo Contracted	DMC Consultants	5.13.2019C	1
21235 Pickford	Demo Contracted	DMC Consultants	5.13.2019C	1
20068 Greenview	Demo Contracted	DMC Consultants	5.13.2019C	1
18982 Lenore	Demo Contracted	DMC Consultants	5.13.2019C	1
18950 Heyden	Demo Contracted	DMC Consultants	5.13.2019C	1
19468 Stout	Demo Contracted	DMC Consultants	5.13.2019C	1
19010 Patton	Demo Contracted	DMC Consultants	5.13.2019C	1
18981 Dale	Demo Contracted	DMC Consultants	5.13.2019C	1
19356 Fielding	Demo Contracted	DMC Consultants	5.13.2019C	1
19379 Avon	Demo Contracted	DMC Consultants	5.13.2019C	1
18401 Plainview	Demo Contracted	DMC Consultants	5.13.2019C	1
14620 Robson	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15770 Robson	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15364 Strathmoor	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15737 Strathmoor	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14401 Marlowe	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14271 Lauder	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
16212 Robson	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14959 Robson	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14915 Terry	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14238 Strathmoor	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15120 Hubbell	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15401 Freeland	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14430 Sussex	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15722 Ashton	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15349 Ardmore	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15368 Lauder	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14620 Lauder	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15787 Ardmore	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14336 Marlowe	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14419 Coyle	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14578 Prest	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14326 Sussex	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
15450 Robson	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14958 Terry	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
14842 Robson	Demo Contracted	Gayanga Co. LLC	5.13.2019G	1
18980 Patton	Demo Contracted	Blue Star	6.12.18A	1
18902 Riverview	Demo Contracted	Smalley	9.18.18B	1
17185 Kentfield	Demo Contracted	Smalley	9.18.18B	1
18337 Avon	Demo Contracted	Smalley	9.18.18B	1
14621 Marlowe	Demo Contracted	Smalley	9.18.18C	1
15509 Ardmore	Demo Contracted	Smalley	9.18.18C	1
15091 Coyle	Demo Contracted	Smalley	9.18.18C	1
14563 Coyle	Demo Contracted	Smalley	9.18.18C	1
13989 Vaughan	Demo Pipeline		Emergency 10.10.2019C	1
14405 Westbrook	Demo Pipeline		Emergency 10.16.2019A	1
15079 Blackstone	Demo Pipeline		Emergency 10.18.2019A	1
14252 Chapel	Demo Pipeline		Emergency 10.18.2019A	1
15367 Lahser	Demo Pipeline		Emergency 10.21.2019B	1
14135 Montrose	Demo Pipeline		Emergency 9.19.2019B	1
12869 Strathmoor	Demo Pipeline		Emergency 9.19.2019B	1
20400 Washburn	Demo Contracted	Leadhead Construction	1.15.2019B	2
19792 Lindsay	Demo Contracted	Leadhead Construction	1.15.2019D	2
19167 Ferguson	Demo Contracted	Leadhead Construction	1.15.2019D	2
19306 Rutherford	Demo Contracted	Leadhead Construction	1.15.2019D	2

20036 Forrer	Demo Contracted	Leadhead Construction	1.15.2019D	2
226 W Savannah	Demo Contracted	Able Demolition	1.8.19B	2
100 W Margaret	Demo Contracted	Able Demolition	1.8.19B	2
15759 Kentucky	Demo Contracted	Homrich	1.8.19F	2
2256 Grand	Demo Contracted	Homrich	1.8.19F	2
16511 Washburn	Demo Contracted	Homrich	1.8.19F	2
15331 Cruse	Demo Contracted	Homrich	12.4.18F	2
15422 Mendota	Demo Contracted	Homrich	12.4.18F	2
14921 Ward	Demo Contracted	Homrich	12.4.18F	2
14911 Cheyenne	Demo Contracted	Homrich	12.4.18F	2
14968 Littlefield	Demo Contracted	Homrich	12.4.18F	2
15038 Snowden	Demo Contracted	Homrich	12.4.18F	2
14581 Snowden	Demo Contracted	Homrich	12.4.18F	2
15397 Lesure	Demo Contracted	Homrich	12.4.18F	2
18211 John R	Demo Contracted	Salenbien Trucking & Excavating Inc.	124: 19AJ3083	2
3316 Puritan	Demo Contracted	Able Demolition	131: 19AJ3126	2
15461 Monica	Demo Contracted	Homrich	2.5.19F	2
15710 Ohio	Demo Contracted	Homrich	2.5.19F	2
15792 Snowden	Demo Contracted	Homrich	2.5.19G	2
15324 Cheyenne	Demo Contracted	Homrich	2.5.19G	2
15450 Hartwell	Demo Contracted	Homrich	2.5.19G	2
15827 Sorrento	Demo Contracted	Homrich	2.5.19G	2
2330 Labelle	Demo Contracted	Homrich	4.16.19B	2
1719 Labelle	Demo Contracted	Homrich	4.16.19B	2
2718 Doris	Demo Contracted	Homrich	4.16.19B	2
15744 Princeton	Demo Contracted	Homrich	4.2.19B	2
15816 Baylis	Demo Contracted	Homrich	4.2.19B	2
15514 Inverness	Demo Contracted	Homrich	4.2.19B	2
15422 Wabash	Demo Contracted	Homrich	4.2.19B	2
15494 Wildemere	Demo Contracted	Homrich	4.2.19B	2
15745 Muirland	Demo Contracted	Homrich	4.2.19B	2
15859 Lawton	Demo Contracted	Homrich	4.2.19B	2
16210 La Salle Blvd	Demo Contracted	Homrich	4.2.19B	2
15889 Baylis	Demo Contracted	Homrich	4.2.19B	2
15900 Linwood	Demo Contracted	Homrich	4.2.19B	2
15345 La Salle Blvd	Demo Contracted	Homrich	4.2.19B	2
19719 Lindsay	Demo Contracted	Able Demolition	4.30.19A	2
20521 Oakfield	Demo Contracted	Able Demolition	4.30.19A	2
17248 Pembroke	Demo Contracted	Able Demolition	4.30.19A	2
19209 Prevost	Demo Contracted	Able Demolition	4.30.19A	2
19436 Ferguson	Demo Contracted	Able Demolition	4.30.19A	2
20210 Ferguson	Demo Contracted	Able Demolition	4.30.19A	2
20542 Ferguson	Demo Contracted	Able Demolition	4.30.19A	2
20201 Ferguson	Demo Contracted	Able Demolition	4.30.19A	2
19155 Biltmore	Demo Contracted	Able Demolition	4.30.19A	2
19420 Lindsay	Demo Contracted	Able Demolition	4.30.19A	2
19759 Lindsay	Demo Contracted	Able Demolition	4.30.19A	2
19412 Oakfield	Demo Contracted	Able Demolition	4.30.19A	2
19467 Oakfield	Demo Contracted	Able Demolition	4.30.19A	2
19335 Oakfield	Demo Contracted	Able Demolition	4.30.19A	2
19441 Rutherford	Demo Contracted	Able Demolition	4.30.19A	2
19344 Gilchrist	Demo Contracted	Able Demolition	4.30.19A	2
88 W Arizona	Demo Contracted	Gayanga Co. LLC	4.5.2018E	2
136 W Golden Gate	Demo Contracted	Homrich	4.9.19A	2
104 W Golden Gate	Demo Contracted	Homrich	4.9.19A	2
508 W Hollywood	Demo Contracted	Homrich	4.9.19A	2
8625 Ellsworth	Demo Contracted	DMC Consultants	5.13.2019A	2
14881 Birwood	Demo Contracted	DMC Consultants	5.13.2019A	2
14911 Pinehurst	Demo Contracted	DMC Consultants	5.13.2019A	2
15467 Littlefield	Demo Contracted	DMC Consultants	5.13.2019A	2
16231 Cheyenne	Demo Contracted	DMC Consultants	5.13.2019A	2

15386 Turner	Demo Contracted	DMC Consultants	5.13.2019A	2
15368 Petoskey	Demo Contracted	DMC Consultants	5.13.2019A	2
15359 Greenlawn	Demo Contracted	DMC Consultants	5.13.2019A	2
15381 Woodingham	Demo Contracted	DMC Consultants	5.13.2019A	2
15511 Hartwell	Demo Contracted	DMC Consultants	5.13.2019A	2
15350 Santa Rosa	Demo Contracted	DMC Consultants	5.13.2019A	2
15381 Tuller	Demo Contracted	DMC Consultants	5.13.2019A	2
15354 Woodingham	Demo Contracted	DMC Consultants	5.13.2019A	2
15373 Woodingham	Demo Contracted	DMC Consultants	5.13.2019A	2
14952 Pinehurst	Demo Contracted	DMC Consultants	5.13.2019A	2
15377 Turner	Demo Contracted	DMC Consultants	5.13.2019A	2
15325 Woodingham	Demo Contracted	DMC Consultants	5.13.2019A	2
15359 Northlawn	Demo Contracted	DMC Consultants	5.13.2019A	2
15366 Cherrylawn	Demo Contracted	DMC Consultants	5.13.2019A	2
15356 Sorrento	Demo Contracted	DMC Consultants	5.13.2019A	2
16244 Steel	Demo Contracted	DMC Consultants	5.13.2019A	2
15810 Littlefield	Demo Contracted	DMC Consultants	5.13.2019A	2
15482 Sorrento	Demo Contracted	DMC Consultants	5.13.2019A	2
15766 Littlefield	Demo Contracted	DMC Consultants	5.13.2019A	2
15781 Cheyenne	Demo Contracted	DMC Consultants	5.13.2019A	2
15793 Sorrento	Demo Contracted	DMC Consultants	5.13.2019A	2
19205 Lindsay	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19772 Fenmore	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19216 Lindsay	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19425 Harlow	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
18921 Archdale	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
18410 Coyle	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
18100 Winthrop	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
18091 Ferguson	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
20219 Mendota	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19999 Ilene	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19785 Winthrop	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19500 Murray Hill	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19140 Ferguson	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
20227 Ferguson	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19403 Ferguson	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19359 Ferguson	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19500 Gilchrist	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
20234 Lindsay	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
20115 Oakfield	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19209 Asbury Park	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19341 Ferguson	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
17310 Prest	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19786 Ferguson	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
20051 Archdale	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19323 Asbury Park	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19165 Biltmore	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19200 Asbury Park	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
20240 Archdale	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
19320 Asbury Park	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019E	2
15474 Cruse	Demo Contracted	Gayanga Co. LLC	5.13.2019G	2
16937 Griggs	Demo Contracted	DMC Consultants	5.13.2019H	2
15639 La Salle Blvd	Demo Contracted	DMC Consultants	5.13.2019H	2
15881 Fairfield	Demo Contracted	DMC Consultants	5.13.2019H	2
15900 Quincy	Demo Contracted	DMC Consultants	5.13.2019H	2
16204 Prairie	Demo Contracted	DMC Consultants	5.13.2019H	2
15721 Fairfield	Demo Contracted	DMC Consultants	5.13.2019H	2
15775 Belden	Demo Contracted	DMC Consultants	5.13.2019H	2
15475 Belden	Demo Contracted	DMC Consultants	5.13.2019H	2
16545 Woodingham	Demo Contracted	DMC Consultants	5.13.2019H	2
16633 Turner	Demo Contracted	DMC Consultants	5.13.2019H	2
16850 Birwood	Demo Contracted	DMC Consultants	5.13.2019H	2

16170 Washburn	Demo Contracted	DMC Consultants	5.13.2019H	2
16940 Lilac	Demo Contracted	DMC Consultants	5.13.2019H	2
15294 Cherrylawn	Demo Contracted	DMC Consultants	5.13.2019H	2
15431 Kymble	Demo Contracted	DMC Consultants	5.13.2019H	2
15503 Log Cabin	Demo Contracted	DMC Consultants	5.13.2019H	2
16816 Turner	Demo Contracted	DMC Consultants	5.13.2019H	2
15760 Woodingham	Demo Contracted	DMC Consultants	5.13.2019H	2
15931 Monica	Demo Contracted	DMC Consultants	5.13.2019H	2
16198 Santa Rosa	Demo Contracted	DMC Consultants	5.13.2019H	2
16794 Tuller	Demo Contracted	DMC Consultants	5.13.2019H	2
15932 Normandy	Demo Contracted	DMC Consultants	5.13.2019H	2
15462 Turner	Demo Contracted	Blue Star	5.15.18C	2
15794 Wisconsin	Demo Contracted	Blue Star	5.15.18C	2
15091 Holmur	Demo Contracted	Blue Star	5.15.18C	2
15900 Turner	Demo Contracted	Blue Star	5.15.18C	2
19921 Forrer	Demo Contracted	Gayanga Co. LLC	5.17.2018E	2
15786 Wisconsin	Demo Contracted	Blue Star	6.12.18G	2
15481 Greenlawn	Demo Contracted	Blue Star	6.12.18G	2
13214 FENKELL	Demo Contracted	North American Dismantling Corp.	83: 18AJ2507	2
19765 Fenmore	Demo Contracted	Leadhead Construction	Emergency 9.13.2019D	2
15550 Wabash	Demo Pipeline		Emergency 9.27.2019A	2
19141 Goulburn	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
13801 Rossini Drive	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17884 Beland	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
19988 Alcoy	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
18940 Teppert	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
13310 E State Fair	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
19541 Fairport	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
20068 Alcoy	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17137 Barlow	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
8054 Suzanne	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17129 Strasburg	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17361 Albion	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
18641 Dwyer	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17136 Gitre	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
8073 Stockton	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
8148 E Robinwood	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17208 Joann	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17274 Westphalia	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17378 Barlow	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
18038 Hamburg	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17900 Strasburg	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17159 Gitre	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
17346 Barlow	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
7515 E Brentwood	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
19600 Alcoy	Demo Contracted	Adamo Group, Inc.	1.15.2019G	3
15667 E State Fair	Demo Contracted	Adamo Group, Inc.	1.15.2019H	3
14570 Coram	Demo Contracted	Adamo Group, Inc.	1.15.2019H	3
14720 Liberal	Demo Contracted	Adamo Group, Inc.	1.15.2019H	3
14541 Coram	Demo Contracted	Adamo Group, Inc.	1.15.2019H	3
15031 Manning	Demo Contracted	Adamo Group, Inc.	1.15.2019H	3
19580 Hickory	Demo Contracted	Able Demolition	1.22.19C	3
19552 Hickory	Demo Contracted	Able Demolition	1.22.19C	3
19600 Pelkey	Demo Contracted	Able Demolition	1.22.19C	3
13323 Manning	Demo Contracted	Able Demolition	1.22.19C	3
13252 Tacoma	Demo Contracted	Able Demolition	1.22.19C	3
19544 Hickory	Demo Contracted	Able Demolition	1.22.19C	3
19622 Hickory	Demo Contracted	Able Demolition	1.22.19C	3
19623 Hickory	Demo Contracted	Able Demolition	1.22.19C	3
19559 Hickory	Demo Contracted	Able Demolition	1.22.19C	3
19553 Hickory	Demo Contracted	Able Demolition	1.22.19C	3
19215 Rowe	Demo Contracted	Able Demolition	1.22.19C	3

19565 Hickory	Demo Contracted	Able Demolition	1.22.19C	3
18827 Maine	Demo Contracted	Homrich	1.22.19E	3
18560 Brinker	Demo Contracted	Homrich	1.22.19E	3
19447 Binder	Demo Contracted	Homrich	1.22.19E	3
19746 Charest	Demo Contracted	Homrich	1.22.19E	3
20307 Syracuse	Demo Contracted	Homrich	1.22.19E	3
20265 Hawthorne	Demo Contracted	Homrich	1.22.19E	3
19000 Charest	Demo Contracted	Homrich	1.22.19E	3
17893 Mcdougall	Demo Contracted	Homrich	1.22.19E	3
17814 Mitchell	Demo Contracted	Homrich	1.22.19E	3
18537 Mitchell	Demo Contracted	Homrich	1.22.19E	3
18103 Mitchell	Demo Contracted	Homrich	1.22.19E	3
18512 Brinker	Demo Contracted	Homrich	1.22.19E	3
18891 Anglin	Demo Contracted	Homrich	1.22.19E	3
18089 Maine	Demo Contracted	Homrich	1.22.19E	3
17862 Mcdougall	Demo Contracted	Homrich	1.22.19E	3
18063 Mitchell	Demo Contracted	Homrich	1.22.19E	3
20430 Cameron	Demo Contracted	Homrich	1.22.19E	3
18410 Binder	Demo Contracted	Homrich	1.22.19E	3
19162 Goddard	Demo Contracted	Homrich	1.8.19A	3
19376 Marx	Demo Contracted	Homrich	1.8.19A	3
19630 Fleming	Demo Contracted	Homrich	1.8.19A	3
19711 Fleming	Demo Contracted	Homrich	1.8.19A	3
19951 Lumpkin	Demo Contracted	Homrich	1.8.19A	3
19309 Lumpkin	Demo Contracted	Homrich	1.8.19A	3
19147 Lumpkin	Demo Contracted	Homrich	1.8.19A	3
2076 Burnside	Demo Contracted	Homrich	1.8.19C	3
2444 Halleck	Demo Contracted	Homrich	1.8.19C	3
2050 Halleck	Demo Contracted	Homrich	1.8.19C	3
1973 Lawley	Demo Contracted	Homrich	1.8.19C	3
2074 Dearing	Demo Contracted	Homrich	1.8.19C	3
1991 Halleck	Demo Contracted	Homrich	1.8.19C	3
13980 Mitchell	Demo Contracted	Homrich	1.8.19C	3
13475 Newbern	Demo Contracted	Homrich	1.8.19C	3
13473 Maine	Demo Contracted	Homrich	1.8.19C	3
4516 E McNichols	Demo Contracted	Homrich	1.8.19C	3
2076 Halleck	Demo Contracted	Homrich	1.8.19C	3
1973 Halleck	Demo Contracted	Homrich	1.8.19C	3
1997 Mclean	Demo Contracted	Homrich	1.8.19C	3
2069 Mclean	Demo Contracted	Homrich	1.8.19C	3
1937 Lawley	Demo Contracted	Homrich	1.8.19C	3
17814 Mcdougall	Demo Contracted	Homrich	1.8.19C	3
13619 Orleans	Demo Contracted	Homrich	1.8.19C	3
4430 E McNichols	Demo Contracted	Homrich	1.8.19C	3
13411 Dean	Demo Contracted	Homrich	1.8.19C	3
13414 Ryan	Demo Contracted	Homrich	1.8.19C	3
13641 Ryan	Demo Contracted	Homrich	1.8.19C	3
2096 Meade	Demo Contracted	Homrich	1.8.19C	3
13500 Mcdougall	Demo Contracted	Homrich	1.8.19C	3
13504 Mcdougall	Demo Contracted	Homrich	1.8.19C	3
1984 Burnside	Demo Contracted	Homrich	1.8.19C	3
2438 Halleck	Demo Contracted	Homrich	1.8.19C	3
1967 Halleck	Demo Contracted	Homrich	1.8.19C	3
1979 Lawley	Demo Contracted	Homrich	1.8.19C	3
13935 Gallagher	Demo Contracted	Homrich	1.8.19C	3
13492 Charest	Demo Contracted	Homrich	1.8.19C	3
13481 Mitchell	Demo Contracted	Homrich	1.8.19C	3
13490 Maine	Demo Contracted	Homrich	1.8.19C	3
13145 Mackay	Demo Contracted	Homrich	1.8.19C	3
13586 Ryan	Demo Contracted	Homrich	1.8.19C	3
2045 Halleck	Demo Contracted	Homrich	1.8.19C	3
2081 Halleck	Demo Contracted	Homrich	1.8.19C	3

2075 Halleck	Demo Contracted	Homrich	1.8.19C	3
8104 Quinn	Demo Contracted	Smalley	10.2.18E	3
8043 Quinn	Demo Contracted	Smalley	10.2.18E	3
8055 Quinn	Demo Contracted	Smalley	10.2.18E	3
8105 Quinn	Demo Contracted	Smalley	10.2.18E	3
8226 E Robinwood	Demo Contracted	Smalley	10.2.18E	3
8235 E Robinwood	Demo Contracted	Smalley	10.2.18E	3
8112 E Hollywood	Demo Contracted	Smalley	10.2.18E	3
8076 E Hollywood	Demo Contracted	Smalley	10.2.18E	3
8147 E Hollywood	Demo Contracted	Smalley	10.2.18E	3
8233 E Hollywood	Demo Contracted	Smalley	10.2.18E	3
20203 Hawthorne	Demo Contracted	Homrich	10.30.18E	3
20467 Hanna	Demo Contracted	Homrich	10.30.18E	3
19714 Hull	Demo Contracted	Homrich	10.30.18E	3
19345 Carrie	Demo Contracted	Homrich	11.13.18E	3
20510 Moenart	Demo Contracted	Smalley	11.27.18F	3
20554 Caldwell	Demo Contracted	Smalley	11.27.18F	3
20090 Bloom	Demo Contracted	Smalley	11.27.18F	3
19423 Gable	Demo Contracted	Smalley	11.27.18F	3
9303 Armour	Demo Contracted	Blue Star	11.8.2018B	3
19166 Cameron	Demo Contracted	Homrich	12.4.18D	3
18867 Hull	Demo Contracted	Homrich	12.4.18D	3
19401 Hawthorne	Demo Contracted	Homrich	12.4.18D	3
19349 Rogge	Demo Contracted	Smalley	12.4.18K	3
19624 Rogge	Demo Contracted	Smalley	12.4.18K	3
6616 Van Dyke	Demo Contracted	Farrow Group	122: 19AJ2845	3
8001 Harper	Demo Contracted	Farrow Group	122: 19AJ2845	3
14269 Goddard	Demo Contracted	Gayanga Co. LLC	128: 19AJ3126	3
13114 Dequindre	Demo Contracted	Gayanga Co. LLC	128: 19AJ3126	3
13108 Dequindre	Demo Contracted	Gayanga Co. LLC	128: 19AJ3126	3
11525 Van Dyke	Demo Contracted	Gayanga Co. LLC	128: 19AJ3126	3
17847 Dequindre	Demo Contracted	Gayanga Co. LLC	128: 19AJ3126	3
8843 Harper	Demo Contracted	Homrich	133: 19AJ3130	3
13163 Gallagher	Demo Contracted	Homrich	2.5.19H	3
2111 Dearing	Demo Contracted	Homrich	2.5.19H	3
960 E Grixdale	Demo Contracted	Homrich	2.5.19H	3
19947 Omira	Demo Contracted	Homrich	2.5.19H	3
17810 Cardoni	Demo Contracted	Homrich	2.5.19H	3
18505 Brinker	Demo Contracted	Homrich	2.5.19H	3
20017 Greeley	Demo Contracted	Homrich	2.5.19H	3
18525 Hull	Demo Contracted	Homrich	2.5.19H	3
19133 Andover	Demo Contracted	Homrich	2.5.19H	3
13473 Healy	Demo Contracted	Homrich	2.5.19H	3
13481 Dequindre	Demo Contracted	Homrich	2.5.19H	3
2123 Meade	Demo Contracted	Homrich	2.5.19H	3
13820 Mitchell	Demo Contracted	Homrich	2.5.19H	3
17869 Cardoni	Demo Contracted	Homrich	2.5.19H	3
19988 Omira	Demo Contracted	Homrich	2.5.19H	3
2145 Mclean	Demo Contracted	Homrich	2.5.19H	3
18991 Alcoy	Demo Contracted	Homrich	3.19.19C	3
19187 Pelkey	Demo Contracted	Homrich	3.19.19C	3
17840 Runyon	Demo Contracted	Homrich	3.19.19C	3
18622 Dresden	Demo Contracted	Homrich	3.19.19C	3
17861 Rowe	Demo Contracted	Homrich	3.19.19C	3
8116 E McNichols	Demo Contracted	Homrich	3.19.19C	3
19206 Pelkey	Demo Contracted	Homrich	3.19.19C	3
19126 Hickory	Demo Contracted	Homrich	3.19.19C	3
13785 Conley	Demo Contracted	Able Demolition	4.30.19F	3
13718 Syracuse	Demo Contracted	Able Demolition	4.30.19F	3
13487 Caldwell	Demo Contracted	Able Demolition	4.30.19F	3
13408 Conley	Demo Contracted	Able Demolition	4.30.19F	3
13500 Conley	Demo Contracted	Able Demolition	4.30.19F	3

13419 Moenart	Demo Contracted	Able Demolition	4.30.19F	3
13115 McDougall	Demo Contracted	Able Demolition	4.30.19G	3
17332 Mitchell	Demo Contracted	Able Demolition	4.30.19G	3
13541 Mitchell	Demo Contracted	Able Demolition	4.30.19G	3
18921 Anglin	Demo Contracted	Able Demolition	4.30.19G	3
18834 Lumpkin	Demo Contracted	Able Demolition	4.30.19G	3
20410 Hawthorne	Demo Contracted	Able Demolition	4.30.19G	3
17435 Charest	Demo Contracted	Able Demolition	4.30.19G	3
18883 Brinker	Demo Contracted	Able Demolition	4.30.19G	3
20500 Moenart	Demo Contracted	Able Demolition	4.30.19H	3
19189 Caldwell	Demo Contracted	Able Demolition	4.30.19H	3
6781 Brimson	Demo Contracted	Able Demolition	4.30.19H	3
6803 Brimson	Demo Contracted	Able Demolition	4.30.19H	3
7609 Emily	Demo Contracted	Able Demolition	4.30.19H	3
8119 E Brentwood	Demo Contracted	Able Demolition	4.30.19H	3
18532 Gable	Demo Contracted	Able Demolition	4.30.19H	3
6875 Brimson	Demo Contracted	Able Demolition	4.30.19H	3
7436 Emily	Demo Contracted	Able Demolition	4.30.19H	3
18840 Sherwood	Demo Contracted	Able Demolition	4.30.19H	3
14053 Fairmount Dr	Demo Contracted	Gayanga Co. LLC	4.5.2018E	3
16201 Carlisle	Demo Contracted	Gayanga Co. LLC	4.5.2018E	3
18628 Hasse	Demo Contracted	Gayanga Co. LLC	4.5.2018E	3
17149 Shields	Demo Contracted	Gayanga Co. LLC	4.5.2018E	3
20419 Andover	Demo Contracted	Gayanga Co. LLC	4.5.2018F	3
20317 Charleston	Demo Contracted	Gayanga Co. LLC	4.5.2018F	3
20217 Derby	Demo Contracted	Gayanga Co. LLC	4.5.2018F	3
16037 Coram	Demo Contracted	DMC Consultants	5.1.18C	3
18526 Revere	Demo Contracted	DMC Consultants	5.1.18D	3
18411 Wexford	Demo Contracted	DMC Consultants	5.1.18D	3
19741 Dean	Demo Contracted	DMC Consultants	5.1.18D	3
2202 E Outer Drive	Demo Contracted	DMC Consultants	5.1.18D	3
18426 Dean	Demo Contracted	DMC Consultants	5.1.18D	3
6757 Buhr	Demo Contracted	DMC Consultants	5.1.18E	3
18702 Caldwell	Demo Contracted	DMC Consultants	5.1.18E	3
13622 Ryan	Demo Contracted	DMC Consultants	5.1.18E	3
13592 Ryan	Demo Contracted	DMC Consultants	5.1.18E	3
20222 Charleston	Demo Contracted	Adamo Group, Inc.	5.13.2019M	3
20433 Derby	Demo Contracted	Adamo Group, Inc.	5.13.2019M	3
20039 Derby	Demo Contracted	Adamo Group, Inc.	5.13.2019M	3
20115 Waltham	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20003 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20513 Joann	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20000 Joann	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20250 Westphalia	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20555 Hickory	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20536 Alcoy	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20512 Alcoy	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20307 Alcoy	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20028 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20114 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20314 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20512 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20059 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20028 Hickory	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20092 Hickory	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20100 Hickory	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20116 Hickory	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20010 Joann	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20114 Joann	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20309 Fairport	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20553 Westphalia	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20258 Goulburn	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3

20019 Goulburn	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20221 Waltham	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20312 Barlow	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20563 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20588 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20311 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20263 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20552 Strasburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20080 Barlow	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20066 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20076 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20520 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20512 Fairport	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20242 Westphalia	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20576 Goulburn	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20574 Barlow	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20253 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20035 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20312 Strasburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20520 Alcoy	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20500 Pelkey	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20044 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20074 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20542 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
20552 Hamburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19A	3
13447 St Louis	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13234 Gable	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13506 Gable	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
11669 St Louis	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
12856 Gable	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
12834 Dwyer	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
12919 St Louis	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
12911 St Louis	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
4820 E Davison	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13515 Dwyer	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13281 Gable	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13747 Syracuse	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13487 Sparling	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13246 Caldwell	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13715 Caldwell	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13450 Buffalo	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13457 Buffalo	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13421 Buffalo	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13466 Moenart	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13514 Moenart	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13714 Moenart	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13740 Moenart	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13765 Keystone	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13445 Keystone	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13425 Keystone	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13730 Conley	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13451 Conley	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13409 Conley	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13424 Hasse	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13430 Hasse	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13505 Hasse	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13466 Eureka	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13478 Eureka	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13449 Justine	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
6223 Norwalk	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
11674 Gable	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3

13439 Keystone	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13438 Hasse	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13411 Hasse	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13563 Healy	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
13750 Conley	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.9.19C	3
19426 Greeley	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19696 Hanna	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19704 Hanna	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19940 Russell	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19730 Cardoni	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19447 Greeley	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19241 Russell	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19692 Cardoni	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19947 Cardoni	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19227 Hawthorne	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
19412 Greeley	Demo Contracted	Adamo Group, Inc.	7.9.19E	3
12500 Mackay	Demo Contracted	Smalley	9.18.18D	3
13020 Arlington	Demo Contracted	Smalley	9.18.18D	3
15293 Lappin	Demo Contracted	Smalley	9.18.18i	3
8946 McClellan	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8173 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9608 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9151 FISCHER	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8187 Traverse	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9114 St Cyril	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8039 Marion	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
7411 Merkel	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
7340 Nett	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8110 Marion	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8111 Traverse	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8198 Grinnell	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8915 Bessemore	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9342 Knodell	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8838 Knodell	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8666 Knodell	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8807 Knodell	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8819 Knodell	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9818 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9764 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8724 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8795 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
6540 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8950 Milner	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9127 Raymond	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9161 Holcomb	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8943 Holcomb	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9170 FISCHER	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8104 Marion	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8058 Marcus	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8221 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
10474 Knodell	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8777 Knodell	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9714 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9399 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9477 Woodlawn	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
6530 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
6536 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
9163 Rohns	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8241 Traverse	Demo Contracted	Gayanga Co. LLC	9.19.2018A	3
8033 PRESSLER	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
6684 St Cyril	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
7975 Hathon	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3

6651 Hathon	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
7634 Helen	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
7764 Helen	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
8081 Curt	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
8081 Walden	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
8326 Maxwell	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
8618 Maxwell	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
6668 BALDWIN	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
6721 Baldwin	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
6402 Burns	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
8522 Maxwell	Demo Contracted	Gayanga Co. LLC	9.19.2018B	3
176 E Hildale	Demo Pipeline		Emergency 10.10.2019B	3
19426 Lumpkin	Demo Pipeline		Emergency 10.3.2019A	3
17160 Fleming	Demo Pipeline		Emergency 10.3.2019C	3
13982 Goddard	Demo Pipeline		Emergency 9.27.2019A	3
8221 Knodell	Demo Pipeline		Emergency 9.27.2019B	3
11760 Kenmoor	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
12745 Joann	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
12430 Fairport	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
12204 Waltham	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
12538 Waltham	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
12195 Waltham	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
12555 Racine	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
12547 Racine	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
12045 Racine	Demo Contracted	Adamo Group, Inc.	1.15.2019G	4
1327 Marlborough	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
12097 Rossiter	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
5535 Devonshire	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
14661 Alma	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
14602 Rochelle	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
14601 Hazelridge	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
14800 Troester	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
14688 Troester	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
14211 Saratoga	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
1083 Eastlawn	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
19960 McCormick	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
14640 Hazelridge	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
14835 Hazelridge	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
1065 Eastlawn	Demo Contracted	Adamo Group, Inc.	1.15.2019H	4
12798 Hampshire	Demo Contracted	Homrich	1.8.19E	4
12734 Hampshire	Demo Contracted	Homrich	1.8.19E	4
12701 Wade	Demo Contracted	Homrich	1.8.19E	4
15436 Hazelridge	Demo Contracted	Homrich	1.8.19E	4
541 Lakewood	Demo Contracted	Blue Star	11.8.2018B	4
12607 Wilshire	Demo Contracted	Blue Star	11.8.2018B	4
13057 Longview	Demo Contracted	Blue Star	11.8.2018B	4
12217 Wade	Demo Contracted	Blue Star	11.8.2018B	4
11100 Glenfield	Demo Contracted	Blue Star	11.8.2018B	4
12145 Glenfield	Demo Contracted	Blue Star	11.8.2018B	4
13103 Glenfield	Demo Contracted	Blue Star	11.8.2018B	4
12328 Wilfred	Demo Contracted	Blue Star	11.8.2018B	4
12242 Wilfred	Demo Contracted	Blue Star	11.8.2018B	4
12349 Wilfred	Demo Contracted	Blue Star	11.8.2018B	4
12751 Wilfred	Demo Contracted	Blue Star	11.8.2018B	4
12232 Wilfred	Demo Contracted	Blue Star	11.8.2018B	4
6040 Barrett	Demo Contracted	Blue Star	11.8.2018B	4
12791 Corbett	Demo Contracted	Blue Star	11.8.2018B	4
12728 Flanders	Demo Contracted	Blue Star	11.8.2018B	4
12351 Longview	Demo Contracted	Blue Star	11.8.2018B	4
13010 Glenfield	Demo Contracted	Blue Star	11.8.2018B	4
14588 Lannette	Demo Contracted	Blue Star	11.8.2018B	4

4805 Hurlbut	Demo Contracted	Blue Star	11.8.2018C	4
3992 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
1753 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
3349 Harding	Demo Contracted	Blue Star	11.8.2018C	4
3809 Bewick	Demo Contracted	Blue Star	11.8.2018C	4
4420 Hurlbut	Demo Contracted	Blue Star	11.8.2018C	4
4700 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
4625 Harding	Demo Contracted	Blue Star	11.8.2018C	4
9341 Graves	Demo Contracted	Blue Star	11.8.2018C	4
9327 Weyher	Demo Contracted	Blue Star	11.8.2018C	4
4407 Pennsylvania	Demo Contracted	Blue Star	11.8.2018C	4
4123 Pennsylvania	Demo Contracted	Blue Star	11.8.2018C	4
4561 Cooper	Demo Contracted	Blue Star	11.8.2018C	4
4020 Bewick	Demo Contracted	Blue Star	11.8.2018C	4
3840 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
3974 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
3978 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
4468 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
4790 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
4403 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
3841 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
4004 Harding	Demo Contracted	Blue Star	11.8.2018C	4
4007 Harding	Demo Contracted	Blue Star	11.8.2018C	4
3923 Harding	Demo Contracted	Blue Star	11.8.2018C	4
3778 Harding	Demo Contracted	Blue Star	11.8.2018C	4
9370 Sylvester	Demo Contracted	Blue Star	11.8.2018C	4
4525 Pennsylvania	Demo Contracted	Blue Star	11.8.2018C	4
9339 Elsa	Demo Contracted	Blue Star	11.8.2018C	4
3830 Hurlbut	Demo Contracted	Blue Star	11.8.2018C	4
3815 Hurlbut	Demo Contracted	Blue Star	11.8.2018C	4
4135 Pennsylvania	Demo Contracted	Blue Star	11.8.2018C	4
4566 Bewick	Demo Contracted	Blue Star	11.8.2018C	4
4012 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
4480 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
4744 St Clair	Demo Contracted	Blue Star	11.8.2018C	4
4013 Harding	Demo Contracted	Blue Star	11.8.2018C	4
4078 Fairview	Demo Contracted	Blue Star	11.8.2018C	4
4141 Pennsylvania	Demo Contracted	Blue Star	11.8.2018C	4
4467 Cadillac	Demo Contracted	Blue Star	11.8.2018C	4
2246 St Clair	Demo Contracted	Gayanga Co. LLC	11.8.2018D	4
2145 Fairview	Demo Contracted	Gayanga Co. LLC	11.8.2018D	4
11814 Longview	Demo Contracted	Homrich	12.4.18A	4
11060 Longview	Demo Contracted	Homrich	12.4.18A	4
10975 Longview	Demo Contracted	Homrich	12.4.18A	4
11783 Longview	Demo Contracted	Homrich	12.4.18A	4
11000 Chelsea	Demo Contracted	Homrich	12.4.18A	4
10994 Chelsea	Demo Contracted	Homrich	12.4.18A	4
10940 Chelsea	Demo Contracted	Homrich	12.4.18A	4
11709 Chelsea	Demo Contracted	Homrich	12.4.18A	4
11066 Promenade	Demo Contracted	Homrich	12.4.18A	4
11722 Maiden	Demo Contracted	Homrich	12.4.18A	4
15110 Harper	Demo Contracted	Adamo Group, Inc.	130: 19AJ3126	4
2224 Anderdon	Demo Contracted	Adamo Group, Inc.	130: 19AJ3126	4
17101 Hayes	Demo Contracted	Adamo Group, Inc.	130: 19AJ3126	4
17111 Hayes	Demo Contracted	Adamo Group, Inc.	130: 19AJ3126	4
17119 Hayes	Demo Contracted	Adamo Group, Inc.	130: 19AJ3126	4
17123 Hayes	Demo Contracted	Adamo Group, Inc.	130: 19AJ3126	4
17115 Hayes	Demo Contracted	Adamo Group, Inc.	130: 19AJ3126	4
13100 Harper	Demo Contracted	Homrich	133: 19AJ3130	4
13112 Harper	Demo Contracted	Homrich	133: 19AJ3130	4
10350 Harper	Demo Contracted	Homrich	133: 19AJ3130	4
12635 Filbert	Demo Contracted	Homrich	3.19.19C	4

12082 Minden	Demo Contracted	Homrich	3.19.19C	4
12082 Kenmoor	Demo Contracted	Homrich	3.19.19C	4
15440 Glenwood	Demo Contracted	Homrich	3.19.19C	4
15656 Saratoga	Demo Contracted	Homrich	3.19.19C	4
14296 Fordham	Demo Contracted	Homrich	3.19.19C	4
13950 Park Grove	Demo Contracted	Homrich	3.19.19C	4
13949 Mapleridge	Demo Contracted	Homrich	3.19.19C	4
13958 Park Grove	Demo Contracted	Homrich	3.19.19C	4
13972 Park Grove	Demo Contracted	Homrich	3.19.19C	4
14285 Spring Garden	Demo Contracted	Homrich	3.19.19C	4
14400 Park Grove	Demo Contracted	Homrich	3.19.19C	4
14420 Park Grove	Demo Contracted	Homrich	3.19.19C	4
12836 Hickory	Demo Contracted	Homrich	3.19.19C	4
12010 Findlay	Demo Contracted	Homrich	3.19.19C	4
12091 Findlay	Demo Contracted	Homrich	3.19.19C	4
12135 Findlay	Demo Contracted	Homrich	3.19.19C	4
12019 Christy	Demo Contracted	Homrich	3.19.19C	4
12015 Engleside	Demo Contracted	Homrich	3.19.19C	4
13261 Rochelle	Demo Contracted	Homrich	3.19.19C	4
15295 Faircrest	Demo Contracted	Homrich	3.19.19C	4
15620 Seymour	Demo Contracted	Homrich	3.19.19F	4
10130 Nottingham	Demo Contracted	Homrich	3.19.19F	4
6003 Woodhall	Demo Contracted	Homrich	3.19.19F	4
5757 Coplin	Demo Contracted	Homrich	3.19.19F	4
9567 Sanilac	Demo Contracted	Homrich	3.19.19F	4
11306 Wade	Demo Contracted	Homrich	3.19.19F	4
13356 Chelsea	Demo Contracted	Homrich	4.16.19i	4
11128 Rosemary	Demo Contracted	Able Demolition	4.2.19E	4
4108 Cadillac	Demo Contracted	Homrich	4.2.19E	4
4816 Garland	Demo Contracted	Homrich	4.2.19E	4
2242 Fairview	Demo Contracted	Homrich	4.2.19E	4
2261 Fairview	Demo Contracted	Homrich	4.2.19E	4
3583 Beniteau	Demo Contracted	Homrich	4.2.19E	4
2254 St Clair	Demo Contracted	Homrich	4.2.19E	4
2117 Fairview	Demo Contracted	Homrich	4.2.19E	4
4732 St Clair	Demo Contracted	Homrich	4.2.19G	4
4918 McClellan	Demo Contracted	Homrich	4.3.18C	4
345 Eastlawn	Demo Contracted	Salenbien Trucking & Excavating Inc.	4.3.18E	4
5951 Devonshire	Demo Contracted	Salenbien Trucking & Excavating Inc.	4.3.18E	4
3848 Chalmers	Demo Contracted	Salenbien Trucking & Excavating Inc.	4.3.18E	4
3022 Philip	Demo Contracted	Salenbien Trucking & Excavating Inc.	4.3.18E	4
10472 Bonita	Demo Contracted	Gayanga Co. LLC	4.5.2018E	4
5125 Neff	Demo Contracted	DMC Consultants	5.1.18B	4
5262 Radnor	Demo Contracted	DMC Consultants	5.1.18B	4
12435 Riad	Demo Contracted	DMC Consultants	5.1.18C	4
11851 Laing	Demo Contracted	DMC Consultants	5.1.18C	4
4843 Lodewyck	Demo Contracted	DMC Consultants	5.1.18F	4
3600 Devonshire	Demo Contracted	DMC Consultants	5.1.18F	4
12941 Hayes	Demo Contracted	Rickman Enterprise Group	5.15.18A	4
11757 Wade	Demo Contracted	Gayanga Co. LLC	5.17.2018F	4
14942 Kilbourne	Demo Contracted	Homrich	5.5.17J	4
14931 Kilbourne	Demo Contracted	Homrich	5.5.17J	4
14566 Lannette	Demo Contracted	Homrich	5.5.17J	4
12744 Promenade	Demo Contracted	Homrich	5.5.17K	4
4819 Cadillac	Demo Contracted	Adamo Group, Inc.	5.5.17P	4
17430 Pomona	Demo Contracted	Rickman Enterprise Group	7.10.18F	4
4823 Springle	Demo Contracted	Rickman Enterprise Group	7.10.18F	4
11313 Maiden	Demo Contracted	Salenbien Trucking & Excavating Inc.	7.24.18D	4
9226 Bishop	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
10822 Haverhill	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
2558 Dickerson	Demo Contracted	Inner City Contracting LLC	7.9.19B	4

9132 Lakepointe	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
5910 Chatsworth	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
4352 Woodhill	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
14521 Waverly Dr	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
9851 Philip	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
10087 Balfour	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
5575 Maryland	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
9408 Somerset	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
9231 Yorkshire	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
9826 Yorkshire	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
5558 Nottingham	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
4351 Lakepointe	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
4834 Radnor	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
12952 E Canfield	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
13027 E Canfield	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
17200 Waveney	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
2547 Philip	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
5227 Neff	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
5244 Hereford	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
5251 Radnor	Demo Contracted	Inner City Contracting LLC	7.9.19B	4
2927 Lenox	Demo Contracted	DMC Consultants	8.8.17i	4
9225 Devonshire	Demo Contracted	DMC Consultants	9.12.17E	4
4427 Garland	Demo Contracted	Able Demolition	9.18.18A	4
4471 Garland	Demo Contracted	Able Demolition	9.18.18A	4
12123 Kilbourne	Demo Contracted	Smalley	9.18.18G	4
5153 French Rd	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5821 Garland	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5135 Harding	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5891 Hurlbut	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5533 Pennsylvania	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5367 Cooper	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5184 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5431 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5317 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5093 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5087 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5230 Harding	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5303 Harding	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5171 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5218 Harding	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5083 Harding	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5048 Pennsylvania	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5835 Cooper	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5337 French Rd	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5092 Harding	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5560 Montclair	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5311 Bewick	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
5098 Harding	Demo Contracted	Gayanga Co. LLC	9.19.2018C	4
12533 Harper	Demo Contracted	Adamo Group, Inc.	91: 19AJ2688	4
12635 Harper	Demo Contracted	Adamo Group, Inc.	91: 19AJ2688	4
10300 E Warren	Demo Contracted	Gayanga Co. LLC	93: 19AJ2692	4
10956 Shoemaker	Demo Contracted	Gayanga Co. LLC	93: 19AJ2692	4
5950 Bewick	Demo Pipeline		Emergency 10.10.2019A	4
1338 Ashland	Demo Pipeline		Emergency 10.3.2019B	4
1996 Waverly	Demo Contracted	Leadhead Construction	1.15.2019B	5
3539 St Clair	Demo Contracted	Blue Star	11.8.2018C	5
3524 St Clair	Demo Contracted	Blue Star	11.8.2018C	5
3495 St Clair	Demo Contracted	Blue Star	11.8.2018C	5
3510 Harding	Demo Contracted	Blue Star	11.8.2018C	5
3516 Harding	Demo Contracted	Blue Star	11.8.2018C	5
3499 Harding	Demo Contracted	Blue Star	11.8.2018C	5
3481 Harding	Demo Contracted	Blue Star	11.8.2018C	5

2521 McClellan	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9336 Dorchester	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9353 Marietta	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9367 Marietta	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9378 Cutler	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9348 Cutler	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
8840 Goethe	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9117 Goethe	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9378 Schiller	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9372 Schiller	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9331 Lessing	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3520 Hurlbut	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3530 Hurlbut	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
1540 McClellan	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
1501 McClellan	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
1308 Belvidere	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3505 Belvidere	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3427 Belvidere	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
1780 Hibbard	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
1701 Hibbard	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3431 Rohns	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3421 Rohns	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3100 Crane	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
2238 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
2602 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
2974 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3442 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3081 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
1522 St Clair	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
2596 St Clair	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
2579 Harding	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
2536 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9116 Goethe	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9343 Marietta	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3077 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3065 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3435 Hurlbut	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3428 McClellan	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
9366 Schiller	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
2997 Belvidere	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3403 Bewick	Demo Contracted	Gayanga Co. LLC	11.8.2018D	5
3923 St Aubin	Demo Contracted	Gayanga Co. LLC	11.8.2018E	5
2676 E Ferry	Demo Contracted	Gayanga Co. LLC	11.8.2018E	5
5112 Mitchell	Demo Contracted	Gayanga Co. LLC	11.8.2018E	5
5118 Mitchell	Demo Contracted	Gayanga Co. LLC	11.8.2018E	5
5433 Mitchell	Demo Contracted	Gayanga Co. LLC	11.8.2018E	5
5435 Grandy	Demo Contracted	Gayanga Co. LLC	11.8.2018E	5
3742 Hogarth	Demo Contracted	Blue Star	11.8.2018H	5
1663 W Euclid	Demo Contracted	Blue Star	11.8.2018H	5
7404 Hanover	Demo Contracted	Blue Star	11.8.2018H	5
4036 Whitney	Demo Contracted	Blue Star	11.8.2018H	5
4020 Whitney	Demo Contracted	Blue Star	11.8.2018H	5
4008 Whitney	Demo Contracted	Blue Star	11.8.2018H	5
3818 Hogarth	Demo Contracted	Blue Star	11.8.2018H	5
3802 Hogarth	Demo Contracted	Blue Star	11.8.2018H	5
3819 Hogarth	Demo Contracted	Blue Star	11.8.2018H	5
3794 Hogarth	Demo Contracted	Blue Star	11.8.2018H	5
6356 Vinewood	Demo Contracted	Gayanga Co. LLC	114: 19AJ2837	5
2001 Burlingame	Demo Contracted	Farrow Group	121: 19AJ2844	5
11805 Rosa Parks Blvd	Demo Contracted	Adamo Group, Inc.	127: 19EW3075	5
7001 Kercheval	Demo Contracted	Salenbien Trucking & Excavating Inc.	129: 19AJ3126	5

13200 Linwood	Demo Contracted	Able Demolition	131: 19AJ3126	5
11722 Dexter	Demo Contracted	Able Demolition	134: 19AJ3130	5
6318 Linwood	Demo Contracted	Homrich	2.5.19L	5
5361 Maple	Demo Contracted	Homrich	2.5.19L	5
5611 15th St	Demo Contracted	Homrich	2.5.19L	5
2541 W Edsel Ford	Demo Contracted	Homrich	2.5.19L	5
5663 Missouri	Demo Contracted	Homrich	2.5.19L	5
2682 Wreford	Demo Contracted	Homrich	2.5.19L	5
3293 Columbus	Demo Contracted	Homrich	2.5.19L	5
3811 Scovel Pl	Demo Contracted	Homrich	2.5.19L	5
5274 Linwood	Demo Contracted	Homrich	2.5.19L	5
2524 Hudson	Demo Contracted	Homrich	3.19.19D	5
2200 Garland	Demo Contracted	Homrich	3.19.19D	5
9391 E Vernor	Demo Contracted	Homrich	3.19.19D	5
2182 Garland	Demo Contracted	Homrich	3.19.19D	5
2210 Garland	Demo Contracted	Homrich	3.19.19E	5
6240 Canton	Demo Contracted	Homrich	3.19.19E	5
8062 E Canfield	Demo Contracted	Homrich	4.16.19B	5
2227 Highland	Demo Contracted	Homrich	4.16.19B	5
1944 Waverly	Demo Contracted	Homrich	4.16.19B	5
1938 Waverly	Demo Contracted	Homrich	4.16.19B	5
2021 Highland	Demo Contracted	Homrich	4.16.19B	5
2214 Highland	Demo Contracted	Homrich	4.16.19B	5
2203 Sturtevant	Demo Contracted	Homrich	4.16.19B	5
2233 Sturtevant	Demo Contracted	Homrich	4.16.19B	5
1707 Tyler	Demo Contracted	Homrich	4.16.19B	5
1996 Highland	Demo Contracted	Homrich	4.16.19B	5
2036 Leslie	Demo Contracted	Homrich	4.16.19B	5
1926 Waverly	Demo Contracted	Homrich	4.16.19C	5
2226 Tuxedo	Demo Contracted	Able Demolition	4.16.19C	5
1151 Lawrence	Demo Contracted	Able Demolition	4.16.19C	5
557 Rosedale Ct	Demo Contracted	Able Demolition	4.16.19C	5
2323 Tuxedo	Demo Contracted	Able Demolition	4.16.19C	5
2509 Elmhurst	Demo Contracted	Able Demolition	4.16.19C	5
1698 Collingwood	Demo Contracted	Able Demolition	4.16.19C	5
10219 Goodwin	Demo Contracted	Able Demolition	4.16.19C	5
2310 Elmhurst	Demo Contracted	Able Demolition	4.16.19C	5
2500 Glynn Ct	Demo Contracted	Able Demolition	4.16.19C	5
4031 Columbus	Demo Contracted	Homrich	4.2.19D	5
9397 Dorchester	Demo Contracted	Homrich	4.2.19E	5
9403 Charlevoix	Demo Contracted	Homrich	4.2.19E	5
2628 Pennsylvania	Demo Contracted	Homrich	4.2.19E	5
2727 McClellan	Demo Contracted	Homrich	4.2.19E	5
2509 McClellan	Demo Contracted	Homrich	4.2.19E	5
2500 Belvidere	Demo Contracted	Homrich	4.2.19E	5
2258 Bewick	Demo Contracted	Homrich	4.2.19E	5
2925 Bewick	Demo Contracted	Homrich	4.2.19E	5
3080 Garland	Demo Contracted	Homrich	4.2.19E	5
2985 Garland	Demo Contracted	Homrich	4.2.19E	5
2577 Garland	Demo Contracted	Homrich	4.2.19E	5
2236 Garland	Demo Contracted	Homrich	4.2.19E	5
2509 Garland	Demo Contracted	Homrich	4.2.19E	5
2515 Garland	Demo Contracted	Homrich	4.2.19E	5
2573 Garland	Demo Contracted	Homrich	4.2.19E	5
2201 Garland	Demo Contracted	Homrich	4.2.19G	5
5071 Seminole	Demo Contracted	Homrich	4.2.19G	5
3734 Rohns	Demo Contracted	Homrich	4.2.19G	5
4232 Rohns	Demo Contracted	Homrich	4.2.19G	5
4211 Burns	Demo Contracted	Homrich	4.2.19G	5
4235 Iroquois	Demo Contracted	Homrich	4.2.19G	5
4472 Field	Demo Contracted	Homrich	4.2.19G	5
3523 Mt Elliott	Demo Contracted	Homrich	4.2.19G	5

7723 E Forest	Demo Contracted	Homrich	4.2.19G	5
4760 Holcomb	Demo Contracted	Homrich	4.2.19G	5
4419 Joseph Campbell	Demo Contracted	Homrich	4.2.19G	5
3431 E Canfield	Demo Contracted	Homrich	4.2.19G	5
4259 Iroquois	Demo Contracted	Homrich	4.2.19G	5
4827 Baldwin	Demo Contracted	Homrich	4.2.19G	5
4042 Townsend	Demo Contracted	Homrich	4.2.19G	5
5302 Townsend	Demo Contracted	Homrich	4.2.19G	5
3657 Arndt	Demo Contracted	Homrich	4.2.19G	5
9718 Cameron	Demo Contracted	DMC Consultants	5.1.18A	5
6591 Firwood	Demo Contracted	DMC Consultants	5.13.2019i	5
6328 Scotten	Demo Contracted	DMC Consultants	5.13.2019i	5
6377 Scotten	Demo Contracted	DMC Consultants	5.13.2019i	5
6367 Scotten	Demo Contracted	DMC Consultants	5.13.2019i	5
6308 28th St	Demo Contracted	DMC Consultants	5.13.2019i	5
6350 28th St	Demo Contracted	DMC Consultants	5.13.2019i	5
6361 28th St	Demo Contracted	DMC Consultants	5.13.2019i	5
6360 Hartford	Demo Contracted	DMC Consultants	5.13.2019i	5
6570 Hartford	Demo Contracted	DMC Consultants	5.13.2019i	5
6608 Hartford	Demo Contracted	DMC Consultants	5.13.2019i	5
6612 Hartford	Demo Contracted	DMC Consultants	5.13.2019i	5
6515 Hartford	Demo Contracted	DMC Consultants	5.13.2019i	5
6320 30th St	Demo Contracted	DMC Consultants	5.13.2019i	5
6344 28th St	Demo Contracted	DMC Consultants	5.13.2019i	5
6322 Scotten	Demo Contracted	DMC Consultants	5.13.2019i	5
6423 Scotten	Demo Contracted	DMC Consultants	5.13.2019i	5
6514 Hartford	Demo Contracted	DMC Consultants	5.13.2019i	5
6580 Firwood	Demo Contracted	DMC Consultants	5.13.2019i	5
6381 Scotten	Demo Contracted	DMC Consultants	5.13.2019i	5
424 Alger	Demo Contracted	DMC Consultants	5.17.2018B	5
2718 Whitney	Demo Contracted	DMC Consultants	5.17.2018B	5
3009 Clairmount	Demo Contracted	DMC Consultants	5.17.2018B	5
8848 E Warren	Demo Contracted	Gayanga Co. LLC	5.17.2018F	5
5706 Sheridan	Demo Contracted	Gayanga Co. LLC	5.17.2018F	5
3124 Canton	Demo Contracted	Smalley	6.26.18G	5
3351 Hazelwood	Demo Contracted	Homrich	7.10.18G	5
2694 Blaine	Demo Contracted	Dore & Associates	7.9.19D	5
2670 Blaine	Demo Contracted	Dore & Associates	7.9.19D	5
2741 Collingwood	Demo Contracted	Dore & Associates	7.9.19D	5
2926 Blaine	Demo Contracted	Dore & Associates	7.9.19D	5
2740 Hogarth	Demo Contracted	Dore & Associates	7.9.19D	5
3020 Blaine	Demo Contracted	Dore & Associates	7.9.19D	5
2970 Hazelwood	Demo Contracted	Dore & Associates	7.9.19D	5
4465 Tireman	Demo Contracted	Smalley	9.18.18H	5
6287 ROHNS	Demo Contracted	Gayanga Co. LLC	9.19.2018B	5
6011 Iroquois	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6119 Rohns	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6108 Seminole	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6102 Seneca	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6139 Crane	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6128 Rohns	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
5790 Maxwell	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6137 Rohns	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
5333 Townsend	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
5466 Field	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6127 Fischer	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
5969 Burns	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6108 Seneca	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
5675 Seminole	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
5804 Maxwell	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
5742 Parker	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5

5514 Sheridan	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
6128 James Ct	Demo Contracted	Gayanga Co. LLC	9 19 2018C	5
5671 Seminole	Demo Contracted	Gayanga Co. LLC	9 19 2018C	5
5156 Berwind	Demo Contracted	Gayanga Co. LLC	9 19 2018C	5
6140 Rohns	Demo Contracted	Gayanga Co. LLC	9.19.2018C	5
1974 Fullerton	Demo Contracted	DMC Consultants	9.7.2018A	5
2659 W Philadelphia	Demo Contracted	DMC Consultants	9.7.2018A	5
3339 Pingree	Demo Contracted	DMC Consultants	9.7.2018A	5
3270 Hazelwood	Demo Contracted	DMC Consultants	9.7.2018A	5
3268 Sturtevant	Demo Contracted	DMC Consultants	9.7.2018A	5
4058 W Euclid	Demo Contracted	DMC Consultants	9.7.2018A	5
8635 Gratiot	Demo Contracted	Gayanga Co. LLC	90: 19AJ2684	5
1514 Cadillac	Demo Pipeline		Emergency 10.10.2019A	5
2426 Leslie	Demo Pipeline		Emergency 10.10.2019D	5
3310 E Warren	Demo Pipeline		Emergency 10.2.2019	5
6144 Hecla	Demo Pipeline		Emergency 10.8.2019A	5
7631 Mack	Demo Contracted	Inner City Contracting LLC	Emergency 19AJ3346	5
5231 Moran	Demo Pipeline		Emergency 8.23.2019B	5
3403 Mt Elliott	Demo Pipeline		Emergency 9.26.2019A	5
2911 E Canfield	Demo Pipeline		Emergency 9.27.2019C	6
8819 Stoepel	Demo Contracted	Smalley	10.2.18D	6
9039 American	Demo Contracted	Smalley	10.2.18D	6
8244 Roselawn	Demo Contracted	Blue Star	11.8.2018H	6
5016 Dailey	Demo Contracted	Blue Star	11.8.2018H	6
4849 Ivanhoe	Demo Contracted	Blue Star	11.8.2018H	6
4877 Ivanhoe	Demo Contracted	Blue Star	11.8.2018H	6
4901 Ivanhoe	Demo Contracted	Blue Star	11.8.2018H	6
4843 Spokane	Demo Contracted	Blue Star	11.8.2018H	6
5085 Seebaldt	Demo Contracted	Blue Star	11.8.2018H	6
9412 Prairie	Demo Contracted	Blue Star	11.8.2018H	6
5049 Seebaldt	Demo Contracted	Blue Star	11.8.2018H	6
9606 Prairie	Demo Contracted	Blue Star	11.8.2018H	6
9612 Prairie	Demo Contracted	Blue Star	11.8.2018H	6
3232 W Warren	Demo Contracted	Gayanga Co. LLC	114: 19AJ2837	6
4907 Maplewood	Demo Contracted	Homrich	12.4.18L	6
6438 Pelouze	Demo Contracted	Homrich	12.4.18L	6
6837 Clayton	Demo Contracted	Homrich	12.4.18L	6
7748 Lane	Demo Contracted	Homrich	12.4.18L	6
8906 Howell	Demo Contracted	Homrich	12.4.18L	6
3311 Dartmouth	Demo Contracted	Homrich	12.4.18L	6
10256 Flora	Demo Contracted	Homrich	12.4.18L	6
12797 Downing	Demo Contracted	Homrich	12.4.18L	6
8236 W Grand River	Demo Contracted	Farrow Group	120: 19AJ2843	6
1764 Calumet	Demo Contracted	Adamo Group, Inc.	123: 19AJ3082	6
7516 Sarena	Demo Contracted	Homrich	2.5.19L	6
8658 Epworth	Demo Contracted	Homrich	2.5.19L	6
9032 Monica	Demo Contracted	Homrich	2.5.19L	6
9003 Monica	Demo Contracted	Homrich	2.5.19L	6
8871 Monica	Demo Contracted	Homrich	2.5.19L	6
8842 Burnette	Demo Contracted	Homrich	2.5.19L	6
8803 Burnette	Demo Contracted	Homrich	2.5.19L	6
6399 Beechton	Demo Contracted	Homrich	2.5.19L	6
6345 Walton	Demo Contracted	Homrich	2.5.19L	6
6351 Walton	Demo Contracted	Homrich	2.5.19L	6
6357 Walton	Demo Contracted	Homrich	2.5.19L	6
8014 Sarena	Demo Contracted	Homrich	2.5.19L	6
7729 Holmes	Demo Contracted	Homrich	2.5.19L	6
6340 Clifton	Demo Contracted	Homrich	2.5.19L	6
6355 Majestic	Demo Contracted	Homrich	2.5.19L	6
6606 Mcdonald	Demo Contracted	Homrich	2.5.19L	6
8130 Smart	Demo Contracted	Homrich	2.5.19L	6
6643 Fern	Demo Contracted	Homrich	2.5.19L	6

4434 McGraw	Demo Contracted	Homrich	2.5.19L	6
9323 Monica	Demo Contracted	Homrich	2.5.19L	6
8055 Wykes	Demo Contracted	Homrich	4.2.19D	6
1621 McGraw	Demo Contracted	Homrich	4.2.19D	6
7169 Julian	Demo Contracted	Homrich	4.2.19D	6
7199 Julian	Demo Contracted	Homrich	4.2.19D	6
8815 Stoepel	Demo Contracted	Homrich	4.2.19D	6
8860 Monica	Demo Contracted	Homrich	4.2.19D	6
9068 Monica	Demo Contracted	Homrich	4.2.19D	6
9591 Burnette	Demo Contracted	Homrich	4.2.19D	6
9097 Burnette	Demo Contracted	Homrich	4.2.19D	6
8054 Wykes	Demo Contracted	Homrich	4.2.19D	6
8651 Prairie	Demo Contracted	Homrich	4.2.19D	6
8643 Prairie	Demo Contracted	Homrich	4.2.19D	6
8554 American	Demo Contracted	Homrich	4.2.19D	6
8814 American	Demo Contracted	Homrich	4.2.19D	6
8820 American	Demo Contracted	Homrich	4.2.19D	6
9064 American	Demo Contracted	Homrich	4.2.19D	6
9101 American	Demo Contracted	Homrich	4.2.19D	6
9383 Bryden	Demo Contracted	Homrich	4.2.19D	6
9315 Bryden	Demo Contracted	Homrich	4.2.19D	6
9309 Bryden	Demo Contracted	Homrich	4.2.19D	6
9071 Bryden	Demo Contracted	Homrich	4.2.19D	6
8597 Bryden	Demo Contracted	Homrich	4.2.19D	6
8111 Bryden	Demo Contracted	Homrich	4.2.19D	6
9065 American	Demo Contracted	Homrich	4.2.19D	6
8610 American	Demo Contracted	Homrich	4.2.19D	6
6346 Julian	Demo Contracted	Homrich	4.2.19D	6
7031 Joy Rd	Demo Contracted	Homrich	4.2.19D	6
9585 Burnette	Demo Contracted	Homrich	4.2.19D	6
9451 Prairie	Demo Contracted	Homrich	4.2.19D	6
9061 Prairie	Demo Contracted	Homrich	4.2.19D	6
8711 Prairie	Demo Contracted	Homrich	4.2.19D	6
9303 American	Demo Contracted	Homrich	4.2.19D	6
8530 Olivet	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
12845 Corbin	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
11939 Visger	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
1500 Military	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
5645 W Fisher	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
8077 Cahalan	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
1814 Lawndale	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
7921 Medina	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
9569 Graham	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
9577 Graham	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
9508 Graham	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
8155 South	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
8139 Burdeno	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
735 S Green	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
2970 Bassett	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
8941 Melville	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
125 Dey	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
8051 Dill Pl	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
7832 South	Demo Contracted	Gayanga Co. LLC	5.13.2019F	6
4139 McGraw	Demo Contracted	DMC Consultants	5.13.2019i	6
5650 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
5700 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
6024 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
6058 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
6035 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
6011 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
5656 Hartford	Demo Contracted	DMC Consultants	5.13.2019i	6
6094 Stanford	Demo Contracted	DMC Consultants	5.13.2019i	6

6391 30th St	Demo Contracted	DMC Consultants	5.13.2019i	6
6108 Woodrow	Demo Contracted	DMC Consultants	5.13.2019i	6
6113 Woodrow	Demo Contracted	DMC Consultants	5.13.2019i	6
6040 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
6050 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
6023 28th St	Demo Contracted	DMC Consultants	5.13.2019i	6
2915 Merrick	Demo Contracted	DMC Consultants	5.13.2019i	6
6581 Willette	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
4916 Braden	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
5667 Addison St	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
7711 Holmes	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6550 Pittsburg	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6581 Wagner	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6587 Wagner	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6441 Barlum	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6510 Barlum	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6404 Barlum	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6929 Burwell	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
7733 Wheeler	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
7124 Holmes	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6065 Braden	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6084 Cecil	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6098 Cecil	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6115 Cecil	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6073 Cecil	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6011 Cecil	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
7822 Burnette	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6574 Willette	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6043 Cecil	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
6079 Cecil	Demo Contracted	Salenbien Trucking & Excavating Inc.	5.13.2019J	6
5845 Amherst	Demo Contracted	Gayanga Co. LLC	5.13.2019K	6
9602 Herkimer	Demo Contracted	Gayanga Co. LLC	5.13.2019K	6
5637 Anthon	Demo Contracted	Gayanga Co. LLC	5.13.2019K	6
311 S Junction	Demo Contracted	Gayanga Co. LLC	5.13.2019K	6
8101 Vanderbilt	Demo Contracted	Gayanga Co. LLC	5.13.2019K	6
1009 Mckinstry	Demo Contracted	Gayanga Co. LLC	5.13.2019K	6
710 S Green	Demo Contracted	Gayanga Co. LLC	5.13.2019K	6
4547 Wesson	Demo Contracted	Blue Star	5.15.18D	6
3233 Ethel	Demo Contracted	Smalley	6.12.18F	6
3333 Annabelle	Demo Contracted	Homrich	7.10.18E	6
9080 Bryden	Demo Contracted	Homrich	7.24.18E	6
9326 Monica	Demo Contracted	Dore & Associates	7.9.19D	6
9368 Burnette	Demo Contracted	Dore & Associates	7.9.19D	6
8153 Mandalay	Demo Contracted	Dore & Associates	7.9.19D	6
8066 Wetherby	Demo Contracted	Dore & Associates	7.9.19D	6
6412 Linsdale	Demo Contracted	Able Demolition	8.21.18B	6
5534 Hillsboro	Demo Contracted	Salenbien Trucking & Excavating Inc.	8.7.18C	6
5733 W Warren	Demo Contracted	Gayanga Co. LLC	89: 19AJ2671	6
4946 Maplewood	Demo Contracted	Smalley	9.18.18H	6
8011 Colfax	Demo Contracted	Smalley	9.18.18H	6
5006 Tireman	Demo Contracted	Smalley	9.18.18H	6
6015 Florida	Demo Contracted	Smalley	9.18.18H	6
7780 Dayton	Demo Contracted	Smalley	9.18.18H	6
4674 Pacific	Demo Contracted	DMC Consultants	9.7.2018A	6
5040 Fernwood	Demo Contracted	DMC Consultants	9.7.2018A	6
5145 Hillsboro	Demo Contracted	DMC Consultants	9.7.2018A	6
7034 W FORT	Demo Pipeline		Emergency 10.10.2019E	6
7360 Sarena	Demo Pipeline		Emergency 10.16.2019A	6
2907 W Warren	Demo Pipeline		Emergency 19AJ3164	6
5625 Military	Demo Pipeline		Emergency 19AJ3329	6
7538 American	Demo Pipeline		Emergency 8.28.2019A	6
14850 Tuller	Demo Contracted	Leadhead Construction	1.15.2019B	7

12608 Wyoming	Demo Contracted	Leadhead Construction	1.15.2019B	7
17000 Chicago	Demo Contracted	Smalley	1.22.19A	7
9323 Sussex	Demo Contracted	Smalley	1.22.19A	7
8928 Asbury Park	Demo Contracted	Smalley	1.22.19A	7
9143 Grandmont	Demo Contracted	Smalley	1.22.19A	7
9301 Sussex	Demo Contracted	Smalley	1.22.19A	7
17618 Chicago	Demo Contracted	Smalley	1.22.19A	7
8613 Ashton	Demo Contracted	Smalley	1.22.19A	7
8055 Mansfield	Demo Contracted	Smalley	1.22.19A	7
8219 Rosemont	Demo Contracted	Smalley	1.22.19A	7
8644 Faust	Demo Contracted	Smalley	1.22.19A	7
8690 Faust	Demo Contracted	Smalley	1.22.19A	7
11730 Stahelin	Demo Contracted	Smalley	1.22.19A	7
8078 Rosemont	Demo Contracted	Smalley	1.22.19A	7
16829 Chicago	Demo Contracted	Smalley	1.22.19A	7
7840 Rutherford	Demo Contracted	Smalley	1.22.19A	7
7809 Rutherford	Demo Contracted	Smalley	1.22.19A	7
7550 St Marys	Demo Contracted	Smalley	1.22.19A	7
8499 Ashton	Demo Contracted	Smalley	1.22.19A	7
7393 Rosemont	Demo Contracted	Smalley	1.22.19A	7
8234 Penrod	Demo Contracted	Smalley	1.22.19A	7
8664 Brace	Demo Contracted	Smalley	1.22.19A	7
9073 Ashton	Demo Contracted	Smalley	1.22.19A	7
9181 Grandmont	Demo Contracted	Smalley	1.22.19A	7
8046 Asbury Park	Demo Contracted	Smalley	1.22.19A	7
8839 Mettetal	Demo Contracted	Smalley	1.22.19A	7
13228 Foley	Demo Contracted	Homrich	1.22.19D	7
11678 Cheyenne	Demo Contracted	Homrich	1.22.19D	7
11757 Cheyenne	Demo Contracted	Homrich	1.22.19D	7
11745 Cheyenne	Demo Contracted	Homrich	1.22.19D	7
12032 Hartwell	Demo Contracted	Homrich	1.22.19D	7
12203 Sorrento	Demo Contracted	Homrich	1.22.19D	7
12692 Cheyenne	Demo Contracted	Homrich	1.22.19D	7
12145 Otsego	Demo Contracted	Homrich	1.8.19F	7
8505 Ashton	Demo Contracted	Salenbien Trucking & Excavating Inc.	11.27.18D	7
9311 Burt Rd	Demo Contracted	Salenbien Trucking & Excavating Inc.	11.27.18D	7
3810 W Davison	Demo Contracted	Smalley	11.8.17A	7
12004 Manor	Demo Contracted	Leadhead Construction	11.8.2018G	7
11661 Indiana	Demo Contracted	Leadhead Construction	11.8.2018G	7
11665 Indiana	Demo Contracted	Leadhead Construction	11.8.2018G	7
11645 Indiana	Demo Contracted	Leadhead Construction	11.8.2018G	7
11718 Birwood	Demo Contracted	Leadhead Construction	11.8.2018G	7
11639 Kentucky	Demo Contracted	Leadhead Construction	11.8.2018G	7
12611 Cloverlawn	Demo Contracted	Leadhead Construction	11.8.2018G	7
12272 Ilene	Demo Contracted	Leadhead Construction	11.8.2018G	7
10506 Foley	Demo Contracted	Leadhead Construction	11.8.2018G	7
11666 Indiana	Demo Contracted	Leadhead Construction	11.8.2018G	7
11672 Ilene	Demo Contracted	Leadhead Construction	11.8.2018G	7
11742 Ilene	Demo Contracted	Leadhead Construction	11.8.2018G	7
11671 Ilene	Demo Contracted	Leadhead Construction	11.8.2018G	7
11754 Griggs	Demo Contracted	Leadhead Construction	11.8.2018G	7
11704 Birwood	Demo Contracted	Leadhead Construction	11.8.2018G	7
11752 Birwood	Demo Contracted	Leadhead Construction	11.8.2018G	7
11715 Birwood	Demo Contracted	Leadhead Construction	11.8.2018G	7
12004 Pinehurst	Demo Contracted	Leadhead Construction	11.8.2018G	7
12066 Pinehurst	Demo Contracted	Leadhead Construction	11.8.2018G	7
11695 Pinehurst	Demo Contracted	Leadhead Construction	11.8.2018G	7
12178 Manor	Demo Contracted	Leadhead Construction	11.8.2018G	7
11653 Manor	Demo Contracted	Leadhead Construction	11.8.2018G	7
12293 Littlefield	Demo Contracted	Leadhead Construction	11.8.2018G	7
11651 Indiana	Demo Contracted	Leadhead Construction	11.8.2018G	7

11736 Kentucky	Demo Contracted	Leadhead Construction	11.8.2018G	7
11707 Birwood	Demo Contracted	Leadhead Construction	11.8.2018G	7
11651 Washburn	Demo Contracted	Leadhead Construction	11.8.2018G	7
1144 Northway	Demo Contracted	Leadhead Construction	11.8.2018G	7
16825 Plymouth	Demo Contracted	Gayanga Co. LLC	116: 19AJ2839	7
12649 Meyers	Demo Contracted	Gayanga Co. LLC	116: 19AJ2839	7
14009 Meyers	Demo Contracted	Salenbien Trucking & Excavating Inc.	125: 19AJ3084	7
12104 W Grand River	Demo Contracted	Adamo Group, Inc.	127: 19EW3075	7
9230 Wyoming	Demo Contracted	Adamo Group, Inc.	127: 19EW3075	7
8030 Lyndon	Demo Contracted	Able Demolition	131: 19AJ3126	7
10027 LYNDON	Demo Contracted	Able Demolition	131: 19AJ3126	7
12240 W Grand River	Demo Contracted	Able Demolition	134: 19AJ3130	7
11847 W Grand River	Demo Contracted	Able Demolition	134: 19AJ3130	7
9611 Asbury Park	Demo Contracted	Smalley	2.5.19D	7
11694 Rutherford	Demo Contracted	Smalley	2.5.19D	7
12139 Mansfield	Demo Contracted	Smalley	2.5.19D	7
11690 Mettetal	Demo Contracted	Smalley	2.5.19D	7
11682 Asbury Park	Demo Contracted	Smalley	2.5.19D	7
12275 Asbury Park	Demo Contracted	Smalley	2.5.19D	7
12095 Asbury Park	Demo Contracted	Smalley	2.5.19D	7
9943 Asbury Park	Demo Contracted	Smalley	2.5.19D	7
12094 Woodmont	Demo Contracted	Smalley	2.5.19D	7
11655 Grandmont	Demo Contracted	Smalley	2.5.19D	7
9986 Memorial	Demo Contracted	Smalley	2.5.19D	7
9969 Memorial	Demo Contracted	Smalley	2.5.19D	7
9955 Memorial	Demo Contracted	Smalley	2.5.19D	7
11698 Longacre	Demo Contracted	Smalley	2.5.19D	7
10039 Grandmont	Demo Contracted	Smalley	2.5.19D	7
12230 Asbury Park	Demo Contracted	Smalley	2.5.19D	7
12222 Grandmont	Demo Contracted	Smalley	2.5.19D	7
12216 Grandmont	Demo Contracted	Smalley	2.5.19D	7
12224 Woodmont	Demo Contracted	Smalley	2.5.19D	7
12141 Forrer	Demo Contracted	Smalley	2.5.19D	7
9936 Rutherford	Demo Contracted	Smalley	2.5.19D	7
11688 Rutherford	Demo Contracted	Smalley	2.5.19D	7
12136 Mettetal	Demo Contracted	Smalley	2.5.19D	7
12236 Asbury Park	Demo Contracted	Smalley	2.5.19D	7
9931 Asbury Park	Demo Contracted	Smalley	2.5.19D	7
9560 Woodmont	Demo Contracted	Smalley	2.5.19D	7
9916 Woodmont	Demo Contracted	Smalley	2.5.19D	7
12284 Woodmont	Demo Contracted	Smalley	2.5.19D	7
12259 Woodmont	Demo Contracted	Smalley	2.5.19D	7
11303 Abington Ave	Demo Contracted	Smalley	2.5.19D	7
12120 Memorial	Demo Contracted	Smalley	2.5.19D	7
11400 Rutherford	Demo Contracted	Smalley	2.5.19D	7
12018 Mettetal	Demo Contracted	Smalley	2.5.19D	7
11701 Grandmont	Demo Contracted	Smalley	2.5.19D	7
9591 Grandmont	Demo Contracted	Smalley	2.5.19D	7
12210 Memorial	Demo Contracted	Smalley	2.5.19D	7
12122 St Marys	Demo Contracted	Smalley	2.5.19D	7
9939 Memorial	Demo Contracted	Smalley	2.5.19D	7
11718 Woodmont	Demo Contracted	Smalley	2.5.19D	7
9931 St Marys	Demo Contracted	Smalley	2.5.19D	7
6596 Montrose	Demo Contracted	Smalley	2.5.19E	7
6905 Rutland	Demo Contracted	Smalley	2.5.19E	7
6553 Montrose	Demo Contracted	Smalley	2.5.19E	7
6437 Penrod	Demo Contracted	Smalley	2.5.19E	7
7276 Stahelin	Demo Contracted	Smalley	2.5.19E	7
9297 Minock	Demo Contracted	Smalley	2.5.19E	7
9100 Auburn	Demo Contracted	Smalley	2.5.19E	7
9218 Auburn	Demo Contracted	Smalley	2.5.19E	7
8490 Vaughan	Demo Contracted	Smalley	2.5.19E	7

9207 Auburn	Demo Contracted	Smalley	2.5.19E	7
9325 Burt Rd	Demo Contracted	Smalley	2.5.19E	7
8201 Burt Rd	Demo Contracted	Smalley	2.5.19E	7
7634 Vaughan	Demo Contracted	Smalley	2.5.19E	7
9051 Vaughan	Demo Contracted	Smalley	2.5.19E	7
6357 Vaughan	Demo Contracted	Smalley	2.5.19E	7
6914 Rutland	Demo Contracted	Smalley	2.5.19E	7
6314 Vaughan	Demo Contracted	Smalley	2.5.19E	7
6764 Memorial	Demo Contracted	Smalley	2.5.19E	7
9019 Minock	Demo Contracted	Smalley	2.5.19E	7
7774 Auburn	Demo Contracted	Smalley	2.5.19E	7
8080 Fielding	Demo Contracted	Smalley	2.5.19E	7
9045 Vaughan	Demo Contracted	Smalley	2.5.19E	7
9329 Plainview	Demo Contracted	Smalley	2.5.19E	7
9945 Evergreen	Demo Contracted	Smalley	2.5.19E	7
9065 Vaughan	Demo Contracted	Smalley	2.5.19E	7
9927 Evergreen	Demo Contracted	Smalley	2.5.19E	7
6879 Mansfield	Demo Contracted	Smalley	2.5.19E	7
9200 Auburn	Demo Contracted	Smalley	2.5.19E	7
9636 Auburn	Demo Contracted	Smalley	2.5.19E	7
8849 Vaughan	Demo Contracted	Smalley	2.5.19E	7
6344 Evergreen	Demo Contracted	Smalley	2.5.19E	7
6394 Evergreen	Demo Contracted	Smalley	2.5.19E	7
6754 Ashton	Demo Contracted	Smalley	2.5.19E	7
6380 Grandville	Demo Contracted	Smalley	2.5.19E	7
6901 Westwood	Demo Contracted	Smalley	2.5.19E	7
6780 Grandville	Demo Contracted	Smalley	2.5.19E	7
6824 Plainview	Demo Contracted	Smalley	2.5.19E	7
6360 Minock	Demo Contracted	Smalley	2.5.19E	7
19427 Tireman	Demo Contracted	Smalley	2.5.19E	7
19835 Chicago	Demo Contracted	Smalley	2.5.19E	7
7389 Brace	Demo Contracted	Smalley	2.5.19E	7
9001 Plainview	Demo Contracted	Smalley	2.5.19E	7
8668 Auburn	Demo Contracted	Smalley	2.5.19E	7
9065 Stout	Demo Contracted	Smalley	2.5.19E	7
7661 Brace	Demo Contracted	Smalley	2.5.19E	7
9551 Minock	Demo Contracted	Smalley	2.5.19E	7
8911 Vaughan	Demo Contracted	Smalley	2.5.19E	7
7227 Vaughan	Demo Contracted	Smalley	2.5.19E	7
14655 Cloverlawn	Demo Contracted	Homrich	2.5.19F	7
7356 Ellsworth	Demo Contracted	Homrich	2.5.19F	7
7037 Chalfonte	Demo Contracted	Homrich	2.5.19F	7
6403 Desoto	Demo Contracted	Homrich	2.5.19F	7
14856 Stoepel	Demo Contracted	Homrich	2.5.19F	7
14573 Indiana	Demo Contracted	Homrich	2.5.19F	7
14862 San Juan	Demo Contracted	Homrich	2.5.19F	7
14857 Monica	Demo Contracted	Homrich	2.5.19F	7
14897 San Juan	Demo Contracted	Homrich	2.5.19F	7
14625 Greenlawn	Demo Contracted	Homrich	2.5.19F	7
9937 Woodside	Demo Contracted	Homrich	2.5.19L	7
11708 Stahelin	Demo Contracted	Able Demolition	4.17.18C	7
6921 Auburn	Demo Contracted	Able Demolition	4.17.18D	7
9640 Stahelin	Demo Contracted	Homrich	4.2.19A	7
12068 Archdale	Demo Contracted	Homrich	4.2.19A	7
9339 Birwood	Demo Contracted	Homrich	4.2.19C	7
9275 Birwood	Demo Contracted	Homrich	4.2.19C	7
8845 Birwood	Demo Contracted	Homrich	4.2.19C	7
8936 Mendota	Demo Contracted	Homrich	4.2.19C	7
9216 Mendota	Demo Contracted	Homrich	4.2.19C	7
9242 Pinehurst	Demo Contracted	Homrich	4.2.19C	7
9186 Manor	Demo Contracted	Homrich	4.2.19C	7

8897 Manor	Demo Contracted	Homrich	4.2.19C	7
8674 Beechdale	Demo Contracted	Homrich	4.2.19C	7
9255 Birwood	Demo Contracted	Homrich	4.2.19C	7
9303 Mendota	Demo Contracted	Homrich	4.2.19C	7
9159 Mendota	Demo Contracted	Homrich	4.2.19C	7
10045 Manor	Demo Contracted	Homrich	4.2.19C	7
11644 Appoline	Demo Contracted	Homrich	4.2.19C	7
10135 Plymouth	Demo Contracted	Homrich	4.2.19C	7
9119 Mendota	Demo Contracted	Homrich	4.2.19C	7
10011 Morley	Demo Contracted	Homrich	4.2.19C	7
8666 Beechdale	Demo Contracted	Homrich	4.2.19C	7
10349 Plymouth	Demo Contracted	Homrich	4.2.19C	7
11625 Indiana	Demo Contracted	Homrich	4.2.19C	7
9331 Kentucky	Demo Contracted	Homrich	4.2.19C	7
11428 Pinehurst	Demo Contracted	Homrich	4.2.19C	7
11427 Pinehurst	Demo Contracted	Homrich	4.2.19C	7
8823 Dawes	Demo Contracted	Homrich	4.2.19C	7
8882 Manor	Demo Contracted	Homrich	4.2.19C	7
9414 Littlefield	Demo Contracted	Homrich	4.2.19C	7
8964 Birwood	Demo Contracted	Homrich	4.2.19C	7
9256 Pinehurst	Demo Contracted	Homrich	4.2.19C	7
9388 Mendota	Demo Contracted	Homrich	4.2.19C	7
12035 American	Demo Contracted	Homrich	4.2.19D	7
8303 Stahelin	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
9133 Rutherford	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7231 Ashton	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
9900 Vaughan	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
8401 Patton	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7749 Auburn	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
9180 Montrose	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
8500 Minock	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7805 Ashton	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7310 Minock	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7700 Ashton	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
8058 Faust	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7356 Piedmont	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7257 Archdale	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7834 Brace	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7535 Longacre	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7509 Longacre	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
12074 Minock	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
8907 Ashton	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7700 Auburn	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
17635 Chicago	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7326 Mansfield	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7323 Plainview	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
8474 Patton	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
8609 Faust	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
8465 Mettetal	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7274 Plainview	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
17610 Chicago	Demo Contracted	Gayanga Co. LLC	5.13.2019D	7
7561 Forrer	Demo Contracted	Gayanga Co. LLC	5.13.2019G	7
14210 Cruse	Demo Contracted	Gayanga Co. LLC	5.13.2019G	7
14216 Cruse	Demo Contracted	Gayanga Co. LLC	5.13.2019G	7
14262 Cruse	Demo Contracted	Gayanga Co. LLC	5.13.2019G	7
14270 Cruse	Demo Contracted	Gayanga Co. LLC	5.13.2019G	7
14264 Ardmore	Demo Contracted	Gayanga Co. LLC	5.13.2019G	7
14304 Cruse	Demo Contracted	Gayanga Co. LLC	5.13.2019G	7
9870 Chenlot	Demo Contracted	DMC Consultants	5.17.2018B	7
7436 Burlingame	Demo Contracted	DMC Consultants	5.17.2018B	7
12136 Montrose	Demo Contracted	Gayanga Co. LLC	5.17.2018C	7
12134 Winthrop	Demo Contracted	Gayanga Co. LLC	5.17.2018C	7

12149 Winthrop	Demo Contracted	Gayanga Co. LLC	5.17.2018C	7
12137 Winthrop	Demo Contracted	Gayanga Co. LLC	5.17.2018C	7
12154 Montrose	Demo Contracted	Gayanga Co. LLC	5.17.2018C	7
11680 Mansfield	Demo Contracted	Blue Star	5.19.17R	7
11691 St Marys	Demo Contracted	Able Demolition	5.19.17T	7
11707 Stout	Demo Contracted	Blue Star	6.12.18C	7
9383 Pierson	Demo Contracted	Blue Star	6.12.18C	7
11755 W Grand River	Demo Contracted	Smalley	67: 17EJ1364	7
12237 Turner	Demo Contracted	Smalley	67: 17EJ1364	7
12054 Yosemite	Demo Contracted	Dore & Associates	7.9.19D	7
12070 Nardin	Demo Contracted	Dore & Associates	7.9.19D	7
8166 Marlowe	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9209 Carlin	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8528 Marlowe	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9403 Marlowe	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8616 Sussex	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
11636 Winthrop	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
7777 St Marys	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
12243 Mettetal	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
12201 Asbury Park	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8139 Coyle	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
15601 Chicago	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
15838 Chicago	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
12052 Archdale	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
12211 Abington Ave	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
11318 Archdale	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
6879 Rutland	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9355 Terry	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9195 Coyle	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
12143 Winthrop	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9205 Winthrop	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
12080 Montrose	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9575 Rutherford	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8226 Asbury Park	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9936 Woodmont	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
11312 Steel	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8047 Lauder	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9935 Mark Twain	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8561 Sussex	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8301 Mark Twain	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8617 Mark Twain	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8336 Strathmoor	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8625 Mark Twain	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
8166 Prest	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9204 Winthrop	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
9265 Carlin	Demo Contracted	Inner City Contracting LLC	7.9.19F	7
12080 Stoepel	Demo Contracted	Able Demolition	8.21.18E	7
9131 Abington Ave	Demo Contracted	DMC Consultants	8.8.17A	7
12739 Tuller	Demo Contracted	Smalley	9.18.18E	7
13210 Tuller	Demo Contracted	Smalley	9.18.18E	7
9986 Sussex	Demo Contracted	Salenbien Trucking & Excavating Inc.	9.26.17G	7
4266 Waverly	Demo Contracted	DMC Consultants	9.7.2018A	7
4260 Burlingame	Demo Contracted	DMC Consultants	9.7.2018A	7
4201 TUXEDO	Demo Contracted	DMC Consultants	9.7.2018A	7
4064 Tuxedo	Demo Contracted	DMC Consultants	9.7.2018A	7
9668 Otsego	Demo Contracted	DMC Consultants	9.7.2018A	7
9278 Broadstreet	Demo Contracted	DMC Consultants	9.7.2018A	7
11374 Broadstreet	Demo Contracted	DMC Consultants	9.7.2018A	7
4273 Richton	Demo Contracted	DMC Consultants	9.7.2018A	7
3782 Collingwood	Demo Contracted	DMC Consultants	9.7.2018A	7
5132 Webb	Demo Contracted	DMC Consultants	9.7.2018A	7

12004 Ohio	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12737 Roselawn	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12323 Kentucky	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
11175 Kentucky	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
11047 Roselawn	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12214 Washburn	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12172 Roselawn	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12019 Roselawn	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12034 Cloverlawn	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12389 Northlawn	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12048 Cherrylawn	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
11987 Ohio	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12044 Indiana	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12110 Kentucky	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12121 Kentucky	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12356 Ilene	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
13551 Appoline	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
12035 Wisconsin	Demo Contracted	Gayanga Co. LLC	9.7.2018B	7
13142 Schoolcraft	Demo Pipeline		Emergency 10.18.2019A	7
13653 Appoline	Demo Pipeline		Emergency 10.18.2019A	7
13902 Ward	Demo Pipeline		Emergency 10.18.2019A	7
9692 W Grand River	Demo Pipeline		Emergency 10.21.2019A	7
12145 Woodmont	Demo Pipeline		Emergency 8.28.2019A	7

Row Labels	Count of Property: Council District
1	119
2	149
3	368
4	223
5	214
6	165
7	334
(blank)	
Grand Total	1572

Attachment XI

OCFO's/Administration's Report on Council Actions on Demolition in Next 12 Months

Council Actions on Demolition in Next 12 Months

October 2019	Council review \$250 Million Blight Removal Bond Resolution
November 2019	Executive Organization Plan submitted (containing Demolition Division of HRD)
December 2019	Detroit Land Bank MOU submitted
January 2020	Budget Amendment submitted for \$50 Million in blight funds to support Winter 2020 Procurement
January 2020	Contracts submitted for demolition of about 2,400 houses
February 2020	Contracts submitted for Commercial Environmental Due Diligence (Hazardous/Regulated Materials Surveys & Site Assessments)
March 2020	Contracts submitted for Residential Hazardous/Regulated Materials Surveys
March 2020	Fiscal Year 2020-2021 Budget submitted (with reorganization of Demolition, FY2021 Blight Appropriation, FY2021 Land Bank Appropriation, FY2021 home repair programs appropriations)
July 2020	Contracts submitted for demolition of about 1,900 houses submitted
August 2020	Contracts submitted for Backfill Monitoring and Testing
September 2020	Contract submitted for Water-related Services (Pump-outs, Shut-offs, Disconnects)
October 2020	Contracts submitted for Environmental Services (i.e. Underground Storage Tanks, Pits, Drums, Soil Remediation)
October 2020	Contracts submitted for General Supportive Services (i.e. Debris relocation, Clean-up)

Attachment XII

OCFO's/Administration's Supplemental Resolution Confirming the
Administration's Commitment to Certain Actions Regarding Implementation of
"Bond Proposal Funds" and Policies Governing Related Property, dated
October 22, 2019



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Revision as of 11:37 AM October 22, 2019

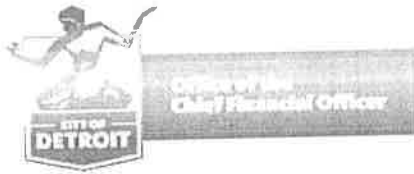
Resolution Confirming the Administration's Commitment to Certain Actions Regarding Implementation of "Bond Proposal Funds" and Policies Governing Related Property

WHEREAS, the Mayor has requested the City Council to approve a ballot initiative by which the City shall borrow an amount not to exceed \$250,000,000 and issue Unlimited Tax General Obligation Bonds of the City for the purpose of the elimination of blight through demolition and other blight remediation activities (the "Blight Elimination Bond Project"); and

WHEREAS, in consideration of the City Council's approval of the proposed Blight Elimination Bond Project the Administration agrees to undertake the items within the resolve of this resolution; BE IT THEREFORE

1 RESOLVED, subject to state law and City ordinance, to propose a Demolition Department to manage the demolition program and subsequently cancel or revise the demolition contract with the Detroit Building Authority. The changes will be proposed in an Executive Organization Plan amendment submitted to City Council before the end of the Council Session in November 2019 and in the Fiscal Year 2020-2021 Budget Recommendation to be submitted to City Council for review.

2 RESOLVED, the Office of Contracting and Procurement agrees to submit non-emergency residential demolition contracts in packages not to exceed 2,500 properties bi-annually. Through the use of the equalization ordinances and aggressive work by Civil Rights, Inclusion & Opportunity Department to qualify demolition contractors, over 50% of the contracts will be won by a contractor with one of the following certifications: Detroit Based Businesses, Detroit Headquartered Businesses, Detroit Small Businesses, Detroit Resident Businesses, Detroit Based Micro Businesses, Minority-Owned Business Enterprises, Women-Owned Business Enterprises, Mentor Ventures, and Joint Ventures. Special packages may be brought to City Council outside of the biannual process to address emergency, public safety or economic development needs. If



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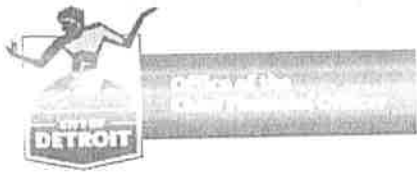
there is insufficient capacity, the Office of Procurement and the Civil Rights, Inclusion & Opportunity Department will report to City Council on actions they will take to attract and certify additional demolition businesses in the future.

3 RESOLVED, within each semi-annual large procurement for residential demolitions, the Office of Contracting and Procurement will set aside contracts for certified Detroit Small Businesses and Detroit Based Micro Businesses. The Office of Procurement intends to set aside 30% of the contracts for certified Detroit Small Businesses and Detroit Based Micro Businesses in the procurement to be awarded in January 2020 and will report to the Administration and City Council following the completion of the procurement. If there is insufficient capacity to meet the 30% set aside in the January 2020 procurement, the Office of Procurement and the Civil Rights, Inclusion & Opportunity Department will report to City Council on actions they will take to attract and certify additional Detroit Small Businesses and Detroit Based Micro Businesses in demolition in the future.

4 RESOLVED, Prior to the submission of a demolition bid package, the Office of Contracting and Procurement agrees to submit a bi-annual employment report for all demolition contractors that are not certified as a Detroit Resident Business including the number of employees and the number of Detroit-resident employees at the time of bidding.

5 RESOLVED, by May 31, representatives from the OCFO and CRIO will work with the Budget, Finance and Audit Standing Committee to review the existing ordinance, develop outcome metrics and recommend changes to the ordinance to better meet the objectives of the Administration and City Council.

6 RESOLVED, the Detroit Employment Solutions Corporation agrees to schedule a meeting with demolition contractors that have been pre-qualified to determine the hiring and training needs of each contractor for the implementation of the Blight Elimination Strategy within one (1) month of the approval of this agreement.



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7A RESOLVED, within one (1) month of approval of this agreement, The Detroit Employment Solutions Corporation agrees to implement a Blight Elimination Outreach marketing plan that may include, but not limited to the following: Outdoor signage; Digital and Social media outreach across Detroit at Work and all city channels; Outreach to our community partners including City Council, Faith-based, community partners, Department of Neighborhoods; Detroit at Work website banners and landing page highlighting details and how to sign up and find our more information (detroitatwork.com averages 50,000 visits a month); Detroit at Work newsletter with over 120,000 Detroiters subscribing; press conference to announce efforts and garner media partners stories.

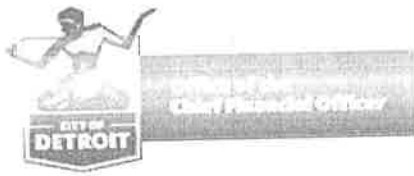
7B RESOLVED, the Office of Contracting and Procurement, Detroit Employment Solutions Corporation, the Demolition Department, and the Civil Rights, Inclusion & Opportunity Department agree to host employment fairs for contractors that do not qualify for the Detroit Resident Business certification. The Office of Contracting and Procurement will encourage those demolition business that do not qualify for this certification to attend.

8 RESOLVED, the Demolition Department will submit quarterly reports detailing the following: number of homes demolished; and proof demolition field liaisons' visits to each property.

9 RESOLVED, the Administration will make practical operational changes to address audit findings of the Auditor General and any other pertinent external audit findings, unless the recommendations create an undue burden on small demolition contractors without a measurable benefit to the program.

10 RESOLVED, the Demolition Department will conduct a deconstruction pilot to determine the feasibility of incorporating deconstruction into the demolition program on a larger scale.

11 RESOLVED, Planning and Development Department will complete neighborhood plans and update the master plan for the City over the next five years with community input.



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12 RESOLVED, in the areas most affected by demolition of vacant and abandoned structures, the City will be investigating four primary areas for neighborhood planning: the history of the neighborhood; tactical historic preservation opportunities; housing rehabilitation opportunities for vacant properties; interim and medium-term open space strategies. These pillars will help the city and neighbors plan for redevelopment while also creating amenities, prevent illegal dumping and making the neighborhood more attractive.

13 RESOLVED, through community meetings, the Planning and Development Department will develop sidelot, landscape and interim use strategies for areas that will remain vacant for the medium term.

14 RESOLVED, in consultation with the City Council, the Planning and Development Department and Detroit Land Bank Authority will collaborate to make changes in the Detroit Land Bank Authority Memorandum of Agreement which will be submitted no later than January 1st 2020. With the submission, the Administration will include the most expeditious schedule through which the City Council, Administration, and Detroit Land Bank Board will decide the future of all vacant lots currently in the Detroit Land Bank's inventory as well as future vacant lots resulting from the blight bond initiative.

16A RESOLVED, the City will have rehab strategies that save homes that otherwise could be demolished, but are savable with a similar level of incentive.

16B RESOLVED, the City will use sustainable renovation standards to provide future property owners with low utility costs, to include but not limited to, high efficiency systems (such as furnace, water heater) and updated windows.

17 RESOLVED, the City's rehab strategies will range from a "Rehabbed and Ready" model to more modest improvements such a site preparation and partial rehabilitation that will make houses easier to sell.



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18 RESOLVED, the City will have a rehab and marketing strategy that is aimed at assisting new low income home buyers and seniors in purchasing rehabbed or partially rehabbed houses.

19 RESOLVED, through the Fiscal Year 2021 Budget, the Administration will propose a new grass cutting strategy to address the spring growth and improve maintenance of vacant lots.

20 RESOLVED, the Administration will expand the illegal dumping campaign to protect neighborhoods with newly vacant land.

21 RESOLVED, the Administration will work with state leaders to enact "Pay as you Stay", legislation to create a pathway out of foreclosure for low income home-owners. Pay as you Stay is a proposed new payment plan that will eliminate all interest, penalties and fees, reduce back taxes to 10% of the home's taxable value, and create a three year payment plan with 0% interest.

22 RESOLVED, the City will partner with nonprofits and philanthropies to provide information about pathways out of foreclosure through Make it Home and the Homeowner Property Tax Exemption Program, directly to homeowners through door knocking campaigns, mailings, phone calls and community-based workshops.

Attachment XIII

Responses to Council President Brenda Jones's October 23, 2019 Requests on
Blight Removal Bond



Office of the
Chief Financial Officer

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Detroit, Michigan 48226

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MEMORANDUM

TO: City Council President Brenda Jones

FROM: David Massaron, Chief Financial Officer, City of Detroit
Arthur Jemison, Group Executive for Planning, Housing and Development

DATE: October 28, 2019

RE: Responses to October 23 Requests on Blight Removal Bond

Please find this memo in response to your October 23 requests in relation to the blight removal bond proposal.

Please provide an annual schedule throughout the term of the demolition elimination strategy detailing deadlines **DATES** for the submission of the following to be added to the current resolution: **Please see Attachment 1**

1. Creation of the Detroit Demolition Department or Division
2. Quarterly demolition reports
3. Submission of Bid Packages
4. Submission of Employment Plans
5. Contractor Meeting to determine hiring and employment needs
6. Hiring Fairs for non-Detroit resident businesses
7. Implementation of the deconstruction pilot

We are also requesting the following:

1. List of total number of employees employed by all demolition contractors specifying the number of Detroit resident employees. – **Please see Attachment 2**
2. Organizational Plan for the Detroit Demolition Department - **This will be submitted when we submit the Executive Organization Plan Changes this year.**
3. Steps to Obtain Demolition License - **Please see Attachment 3**
4. Flow chart for demolition - approvals/inspections - **Please see Attachment 4**
5. Detailed relationship between the Detroit Land Bank Authority and pending Detroit Demolition Department. - **The Detroit Land Bank Authority will have three main responsibilities within the new organization of the Demolition Department including: referring parcels for demolition, recording the disposition of the property, and building/maintaining the current salesforce database used during**



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the demolition process. More details and a formal outline will be included with the Detroit Land Bank Authority's MOU that should be submitted before the end of the year.

6. Proof of detailed record keeping policies and procedures to ensure that the bonds do not become taxable due to document negligence. **Please see Attachment 5. Staff from the relevant teams are meeting this week to affirm the team's understanding of roles and responsibilities and to review existing reporting to define data to be collected. This process will then be memorialized in a Standard Operating Procedure (SOP) by the OCFO.**
7. Requirement that all contractors set-aside a Detroit hiring time frame for Detroiters only when hiring (similar to FCA) - **Corporation Counsel says this is not legal.**

Projected Demolition Timeline Over Five Years

This document contains the projected dates for major procurements, budget approvals, reports, and hiring fairs. There may be more that are needed or these may be adjusted as the City moves forward.

October 2019	Council review \$250 Million Blight Removal Bond Resolution - Vote Required
November 2019	Executive Organization Plan submitted (containing Demolition Division) - Action of Council within 60 business days of submission; if there is no action, amendment becomes effective.
November 2019	Detroit at Work - DESC Contractor Meeting to determine hiring and employment needs
December 2019	Detroit Land Bank MOU submitted - Vote Required Prior to June 30, 2020
January 2020	Budget Amendment submitted for \$50 Million in blight funds to support Winter 2020 Procurement - Vote Required
January 2020	Contracts submitted for demolition of about 2,400 houses - Vote Required
February 2020	Contracts submitted for Commercial Environmental Due Diligence (Hazardous/Regulated Materials Surveys & Site Assessments) - Vote Required
March 2020	Contracts submitted for Residential Hazardous/Regulated Materials Surveys - Vote Required
March 2020	Fiscal Year 2020-2021 Budget submitted (with reorganization of Demolition, FY2021 Blight Appropriation, FY2021 Land Bank Appropriation, FY2021 home repair programs appropriations) - Vote Required
March 2020	Detroit at Work - DESC Hiring Fair for Contractors that have not received the Detroit Resident Business Certification

April 2020	Demolition Report Due
June 2020	Contracts for demolition of about 1,900 houses submitted - Vote Required
July 2020	New Demolition Department Begins Operation
July 2020	Demolition Report Due
August 2020	Contracts submitted for Backfill Monitoring and Testing - Vote Required
September 2020	Contract submitted for Water-related Services (Pump-outs, Shut-offs, Disconnects) - Vote Required
October 2020	Implementation of deconstruction pilot begins
October 2020	Contracts submitted for Environmental Services (i.e. Underground Storage Tanks, Pits, Drums, Soil Remediation) - Vote Required
October 2020	Contracts submitted for General Supportive Services (i.e. Debris relocation, Clean-up)
October 2020	Demolition Report Due
January 2021	Demolition Report Due
January 2021	Biannual residential contracts submitted for demolition - Vote Required
March 2021	Detroit at Work - DESC Hiring Fair for Contractors that have not received the Detroit Resident Business Certification
March 2021	Fiscal Year 2021-2022 Budget submitted (Blight appropriation, Land Bank appropriation, home repair programs appropriations) - Vote Required
April 2021	Report on of deconstruction pilot to City Council
April 2021	Demolition Report Due
July 2021	Biannual residential contracts submitted for demolition - Vote Required
July 2021	Demolition Report Due

October 2021	Demolition Report Due
January 2022	Demolition Report Due
January 2022	Biannual residential contracts submitted for demolition - Vote Required
March 2022	Detroit at Work - DESC Hiring Fair for Contractors that have not received the Detroit Resident Business Certification
March 2022	Fiscal Year 2022-2023 Budget submitted (Blight appropriation, Land Bank appropriation, home repair programs appropriations) - Vote Required
April 2022	Demolition Report Due
July 2022	Biannual residential contracts submitted for demolition - Vote Required
July 2022	Demolition Report Due
October 2022	Demolition Report Due
January 2023	Biannual residential contracts submitted for demolition - Vote Required
January 2023	Demolition Report Due
March 2023	Detroit at Work - DESC Hiring Fair for Contractors that have not received the Detroit Resident Business Certification
March 2023	Fiscal Year 2023-2024 Budget submitted (Blight appropriation, Land Bank appropriation, home repair programs appropriations) - Vote Required
April 2023	Demolition Report Due
July 2023	Biannual residential contracts submitted for demolition - Vote Required
July 2023	Demolition Report Due
October 2023	Demolition Report Due
January 2024	Biannual residential contracts submitted for demolition - Vote Required
January 2024	Demolition Report Due

March 2024	Detroit at Work - DESC Hiring Fair for Contractors that have not received the Detroit Resident Business Certification
March 2024	Fiscal Year 2024-2025 Budget submitted (Blight appropriation, Land Bank appropriation, home repair programs appropriations) - Vote Required
April 2024	Demolition Report Due
July 2024	Biannual residential contracts submitted for demolition - Vote Required
July 2024	Demolition Report Due
October 2024	Demolition Report Due
January 2025	Biannual residential contracts submitted for demolition - Vote Required
January 2025	Demolition Report Due
March 2025	Detroit at Work - DESC Hiring Fair for Contractors that have not received the Detroit Resident Business Certification
March 2025	Fiscal Year 2025-2026 Budget submitted (Blight appropriation, Land Bank appropriation, home repair programs appropriations) - Vote Required
April 2025	Demolition Report Due
July 2025	Biannual residential contracts submitted for demolition - Vote Required
July 2025	Demolition Report Due
October 2025	Demolition Report Due

Prequalified Demolition Contractors	City	D-BB	D-RB	D-HB	D-DSB	D-DMBC	MBE	Total Employees	Detroit Employees	Awards	Amount
ABLE DEMOLITION INC	Shelby Twp	No	No	No	No	No	No	20	3	57	\$ 2,198,007
ADAMO DEMOLITION COMPANY	Detroit	Yes	No	Yes	No	No	No	72	15	66	\$ 6,154,748
BLUE STAR INC	Warren	No	No	No	No	No	No	21	8	18	\$ 3,784,464
Den-Man Contractors, Inc.	Warren	No	No	No	No	No	No	32	4	13	\$ 845,470
Detroit Dism.	Detroit	Yes	No	Yes	No	No	No	48	5	0	\$
Detroit Next	Detroit	Yes	No	Yes	Yes	No	Yes	13	13	2	\$ 56,100
DMC CONSULTANTS INC	Detroit	Yes	Yes	Yes	No	No	Yes	39	25	111	\$ 10,391,014
DORE & ASSOCIATES CONTRACTING INC	Detroit	Yes	Yes	Yes	No	No	No	11	3	105	\$ 3,555,010
FARROW GROUP INC	Bay City	No	No	No	No	No	No	8	3	7	\$ 873,245
GAYANGA CO	Detroit	Yes	Yes	Yes	Yes	No	Yes	55	45	204	\$ 14,318,048
HOMRICH WRECKING INC	Detroit	Yes	No	No	No	No	No	27	9	34	\$ 10,356,118
Inner City	Detroit	Yes	No	Yes	Yes	No	Yes	5	5	8	\$ 144,210
J Keith Construction	Detroit	Yes	Yes	Yes	No	Yes	Yes	10	9	4	\$ 89,523
Junior Jrs	Detroit	Yes*	Yes*	Yes*	Yes*	No	No	24	15	0	\$
LEADHEAD CONSTRUCTION LLC	Detroit	Yes	No	No	Yes	No	Yes	7	7	73	\$ 4,620,660
North American	Lapeer	No	No	No	No	No	No	75	0	7	\$ 131,790
RDC CONSTRUCTION SERVICES	Southfield	No	No	No	No	No	No	5	2	15	\$ 403,125
RICKMAN ENTERPRISE GROUP, LLC	Detroit	Yes	No	Yes	No	No	Yes	20	8	27	\$ 705,987
Salenben Trucking and Excavating, Inc.	Dundee	No	No	No	No	No	No	93	0	48	\$ 3,167,106
SMALLEY CONSTRUCTION INC	Jackson	No	No	No	No	No	No	14	12	97	\$ 2,728,426
Total								599	191		\$ 64,523,056
Certified											\$ 47,709,655.72
Non-Certified											\$ 16,813,400

Pending Prequalified Demolition Contractors

Detroit Demolition and Environmental	Detroit	Yes*	No	Yes*	Yes*	No		17	9		\$
Gladiator	Detroit	Yes*	No	Yes*	Yes*	No					\$
KIP Demolition	Detroit	Yes*	Yes*	Yes*	Yes*	No		14	10		\$
Moss Company	Detroit	Yes	No	Yes*	Yes*	No		14	8		\$
SC Environmental**	Detroit	Yes*	No	Yes*	Yes*	No		25	3		\$
Total								70	30		

Yes* - intending to certify/undergoing certification

** - relocating headquarters to Detroit; working with City to increase number of employees that are residents D-DSB must have been in existence and operating for at least one (1) year prior to the date of application

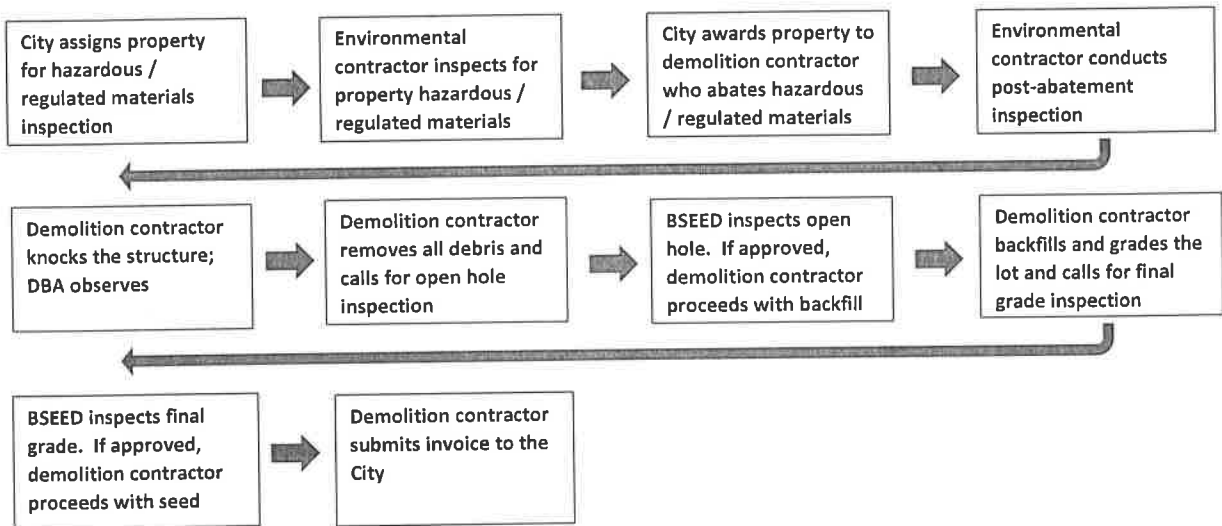
Steps To Obtain Wrecking License

Experience Requirements are as follows:

(a) Except as provided in Subsection (b) of this section, no license shall be issued until the applicant has shown satisfactory proof to the Board of Examiners for Wrecking Contractors that the applicant has been actively engaged in a supervisory capacity in the demolition, disassembling, dismantling, dismembering, and removal of buildings and structures for a period of at least three cumulative years during the past seven years as determined from the date of the application. (b) Credit varying up to a maximum of two years of actual experience in the demolition, disassembling, dismantling, dismembering, and removal of buildings and structures may be extended to any applicant who is a licensed professional architect or who possesses a bachelor of science degree in architectural engineering.

1. Construction Division receives application and \$329.00 application fee.
2. Division investigates to verify candidate's credentials.
3. Upon approval of application, division schedules oral examination for next wrecking board meeting.
4. After a successful oral examination with the board, the applicant is eligible to take the written exam at a cost of \$86.00.
5. Once a candidate passes the exam, they submit surety bond letter, and proof of liability insurance to the Law Department for review and approval.
6. Once the Law Department approves the documents, the License & Permits Division will provide a bond letter to the customer.
7. The customer then submits the registration form with bond letter to construction, and then pays licensing fee of \$302.00 and obtains the wrecking license.

DEMOLITION PROCESS AND INSPECTIONS





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MEMORANDUM

TO: David Massaron, Chief Financial Officer, City of Detroit

FROM: Valerie Agolli, Debt Manager and
Donnie Johnson, Capital Budget Manager

DATE: October 15, 2019

RE: Plan to Monitor Use of Demolition Bond Proceeds for Compliance with
Federal Tax Laws

To support the proposed sale of \$175 million in tax exempt bond proceeds to fund City demolitions, this memo documents the Office of the Chief Financial Officer's (OCFO) plan to monitor the use of the tax-exempt demolition bond proceeds.

Tax-exempt bonds issued by state and local governments are subject to ongoing compliance with federal tax requirements. Under federal tax law, if bonds are classified as "private activity bonds" (as of the issue date or *any time during which the bonds are outstanding*), then the interest on the bonds becomes includable in the federal taxable income of the holders of the bonds, i.e., the bonds are no longer tax-exempt but instead are taxable. The determination of whether bonds are private activity bonds depends on two tests - (1) the private business test, and (2) the private loan financing test. The latter test includes both a private business use test and a private security or payment test. The private payment test is met when more than five percent of the present value of the debt service on the bonds is secured by privately used property or private payments. Private payments include direct or indirect payments with respect to bond-financed properties. In the context of the blight remediation program, private payments could consist of amounts received from either the sale or lease of any properties that were improved with the tax-exempt bonds.



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To monitor the use of the tax-exempt bond proceeds, and to continue to confirm that the private activity test has not been met (and the bonds therefore remain tax-exempt), the OCFO will establish a system to track how each of the properties that was improved with the bond proceeds are ultimately used. For each parcel, which will be identified using the legal parcel number, the OCFO will track:

- a) the total amount of bond proceeds spent on improving the property,
- b) the type of expenditures made with bond proceeds (e.g., demolition cost, preliminary expenditures to prepare for demolition, site preparation)
- c) ownership of the property at time of demolition,
- d) any other city, state, or federal funds used to improve the property, and
- e) the total amount received from the sale or lease (if any) of the property.

The City will track this information in the Salesforce database. The Housing and Redevelopment Department (HRD) and Detroit Building Authority (DBA) will be responsible for entering the expenditure data for each demolition into the database. The Detroit Land Bank Authority (DLBA) will be responsible for entering the ownership and the total amount received from the sale of any residential property. HRD will be responsible for entering the total amount received from the sale of any commercial property into the database.

Attached to this memo, please find an example of a Salesforce case (or parcel) that included a demolition and disposition. The OCFO will work with HRD, DBA and DLBA to add additional fields to Salesforce that will meet OCFO's reporting needs. In the attached document, please find examples of the current fields that will assist with reporting:

- Cost: Asbestos Survey
- Cost: Asbestos Abatement
- Cost: Knock Down
- Cost: Dirt (greening)



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- Cost: Grade (greening)
- Cost: Seed (greening)
- Cost: Sidewalk (greening)
- Knockdown Date
- Demo Contractor
- Acquisition Method
- Acquisition Date

The OCFO, DLBA, HRD and DBA will add additional fields to meet the OCFO's reporting needs, such as:

- Total Expenditures from Tax-Exempt Bond Proceeds
- Total Expenditures from Taxable Bond Proceeds
- Total Expenditures from City General Funds
- Total Expenditures from Community Development Block Grant (CDBG)
- Total Expenditures from Other Funds
- Total Sale Proceeds
- Total Lease or Other Proceeds for Use of Property
- Ownership Status at Demolition
- Current Ownership Status

The DLBA and DBA will sign a compliance agreement with the City covenanting to complete these responsibilities. As part of this agreement, the DLBA will covenant to maintain the information in a database over the life of the bonds.

The OCFO will design and extract a report with this information on a quarterly basis, and at least often enough to measure compliance with the de minimis limitation for the private payment test. In this report, the OCFO will aggregate the total amount received from the sale or other disposition of all of the parcels improved with the bond proceeds and compare that amount to the present value of debt service to be paid on the bonds.



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This will allow the City to determine if the five percent limit for the private payment test is exceeded.

Because Oracle is the system of record for contracted financial data for the City, the OCFO will extract similar information about expenditures from the Oracle database to ensure the standardization of the compliance system. The Auditor General will be invited to audit the compliance system at their convenience.

The OCFO will maintain this compliance tracking system until the earlier of one of the following: (1) the maturity date of the bonds (or any tax-exempt bonds which refund the bonds) or (2) the end of the useful life of the properties financed with the bonds.

Search...

Search



Switch to Lightning Experience

Brian Farkas

Help & Training

DLBA

Home Chatter Accounts

Dashboards

MapAny/thing

MapAny/thing Reports

Reports

Libraries

DLBA Commercial Demos

Inquiries

Contractor View

Case

00120834

Customize Page | Printable View | Help for this Page

Show Feed

[Secrets: BSEED \(4\)](#) |
 [Inquiries \(7\)](#) |
 [DLBA Activities \(2\)](#) |
 [Comments \(0\)](#) |
 [Attachments \(0\)](#) |
 [Open Activities \(0\)](#) |
 [Activity History \(0\)](#) |
 [Case History \(21\)](#) |
 [Approval History \(0\)](#) |
 [Contractor Violations: Properties \(0\)](#) |
 [DLBA Field Surveys \(0\)](#) |
 [Post Abatement Verifications \(0\)](#) |
 [Sidewalk Repairs \(0\)](#) |
 [Sidewalk Repairs \(Related Case\) \(0\)](#)

Case Detail

[Edit](#) [Delete](#) [Close Case](#) [Sharing](#) [Map](#)

Property	18901 Huntington	Status	For Sale
Parcel ID	22089799	Pipeline	Side Lot
Transfer Case		Status Date	7/10/2019
Grant Program	HHF5	Program	Side Lot
		Priority	High
Property Class (Acct)	Residential-Lot	Case Record Type	Disp - Side Lot
		Interested Entity	
Archived Case URL		BB Failed Date	
MSHDA Demo Lien	YES	BB Failed Reason	
Sale Prep Activity	A-193119	Latest Listing	7/11/2019
Case Record Type (ref)	Disp_Side_Lot	BSEED: Final Grade Approved	8/9/2018
PTA Date Filed			
Contact Name (Compliance ref)			
Compliance DNG Email			
Sidewalk Replaced Date			

Case Details

(ref) QT Recorded Date		Subject	Demo - Non-HHF (Non-DLBA) 18901 Huntington 2016-03-29
Quiet Title Batch		Closeout Reason	
5/50 Waiver Date		FIE Amount Withheld	
Number of Attempts to Sell	1		
Project Batch			
Description			
BSEED Legal Authority	ODM		

Acquisition Information

Acquisition Method	Transfer-WCT	Transfer Agreement	
Acquisition Date	1/13/2017	Acquisition Amount	\$0.00
Donor Name		Concession Amount	
		Concession Designation	

Signoff Details

Signoff Date

GTJ Survey

GTJ Batch		GTJ Occupancy	Vacant
GTJ Survey Complete	12/21/2016	GTJ Property Secure	No
GTJ Address	18901 Huntington	GTJ Overall Condition	
GTJ Photo Link	http://www.gtjadmin.com/view_assets.asp?id=2162928	GTJ Neighborhood Condition	3
GTJ Structure	Yes	GTJ Survey Assessment	Salvage
GTJ Structure Type	Single Family	GTJ Deconstruction Candidate	No
GTJ Notes	10 openings, fire damage	PhotoRev GTJ-MCM Pass Dt	2/16/2017

Demo Recommendation & Decision

Blight Letter Batch	HHF5 Batch 2	NTP Batch	HHF5 NTP 2.2
Blight Letter Received Date	4/10/2017	NTP Date	4/11/2017
Blight Letter Requested Date	3/13/2017		
Blight Letter Address			
Blight Letter Status	Received		

Asbestos Survey

ASB Survey RFP Group 6.23.17A
 ASB Survey Contractor Name [ATC Group Services, LLC](#)
 ASB Survey Status Completed

ASB Survey Date 8/28/2017
 ASB Document URL <https://drive.google.com/drive/folders/0B5yggHb...>
 ASB Survey Report Date 9/7/2017
 Asbestos Survey Plaster or

Asbestos Abatement Estimate & Certification

ASB Abatement Verification Contractor [ATC Group Services, LLC](#)
 ASB Verifier Name Charles D. Gheen

ASB Abatement Estimate Min \$424.43
 ASB Abatement Estimate Max \$1,061.09

Asb Abatement Est/Cert RFP 6.23.17A

Utilities

Util: Cut Request Cancel Date

Util: Gas Cut Date 5/17/2017

Util: Gas Clearance Type Office Clear

Util: Electric Cut Date 7/5/2017

Util: Electric Clearance Type Field Verified

Util: Cut Status Double Cut

Util: Cut Issues

Util: Hazard Notification Date

Util: Hazard Notification Description

Demo Contractor Details

Demo RFP Group 10.17.17C

Socrata Projected Knocked By Date 7/31/2018

Demo Contractor [Salenbien Trucking & Excavating Inc.](#)

Planned Knock Down Date 7/24/2018

Demo Contractor Proceed Date 3/22/2018

Asbestos Abatement Date

Asbestos Abatement Document Link

Asbestos Abatement Notes

Asbestos Abatement RFP Group

Asbestos Abatement Contractor Name

Bid Price: Abatement \$891.00

Backfill Complete

Bid Price: Demolition \$9,010.00

Winter Grade Requested

Bid Price: Abatement Demo Single Cost

Winter Grade 2nd Request

Bid Price: Total Demo Contractor Amt \$11,813.23

Winter Grade Inspection Scheduled

Socrata Reported Price \$11,813.23

Knock Down Date 7/24/2018

Final Grade Requested 8/7/2018

Open Hole Requested 7/24/2018

Final Grade 2nd Request

Open Hole Inspection Scheduled

Final Grade Inspection Scheduled

Demo Returned by Contractor

Demo Contractor Hydrant Log

Returned by Contractor: RFP

DBA Field Notes

HHF Non-Recoverable Cost

Sidewalk Contractor

Demo Cost Details

Cost: GTJ Inspection \$15.00

Invoice: GTJ

Cost: Utility Cut

Invoice: Utility Cut

Cost: Asbestos Survey \$892.50

Invoice: Asbestos Survey

Invoice: Asbestos Survey(new) [ATC Group Services, LLC 2091670](#)

Cost: Asbestos Abatement Estimate \$25.00

Invoice: Asb Abatement Estimate [ATC Group Services, LLC 2059769](#)

Cost: Asbestos Abatement Certification \$125.00

Invoice: Asb Abatement Certification [ATC Group Services, LLC 2099061](#)

Cost: Asbestos Abatement \$891.00

Invoice: Asbestos Remediation

Cost: Knock & Greening (combined)

Invoice: Asbestos Remediation(new) [Salenbien Trucking & Excavating Inc. 52520189R](#)

Cost: Knock Down \$9,420.48

Invoice: Demo Contractor

Cost: Dirt (greening) \$934.50

Invoice: Demo Contractor(new) [Salenbien Trucking & Excavating Inc. 530201818](#)

Cost: Grade (greening) \$311.50

Winter Grade Withholding

Cost: Seed (greening) \$155.75

Invoice: Winter Grade Payout

Cost: Sidewalk (greening)

Invoice: Winter Grade Payout(new)

Total: Demo Contractor Amt (formula) \$11,813.23

Bid-Invoice Difference \$0.00

Demo Change Order AMT
 Demo Change Order AMT2
 Hydrant Change Order Invoice Amount
 Demo Change Order Total

Demo Change Order Description
 Demo Change Order Description2

Demo Misc Costs
 Demo Misc Cost Description
 Demo Misc Costs 2
 Demo Misc Cost Description 2
 Demo Misc Costs 3
 Demo Misc Cost Description 3
 Cost: Clean Fill
 Cost: Lot Maintenance
 Cost: Project Management

Invoice: Misc Demo Cost 1
 Invoice: Misc Demo Cost 2
 Invoice: Misc Demo Cost 3
 Invoice: Clean Fill
 Total: All Demo Costs \$12,970.73

MATT Cost Details

MATT Status Stage 7 - Post Funding
 MATT DE Number D5-22072-18901 Huntington

Total: MATT Invoice \$14,095.73
 Credit: FIE Funds
 MATT Invoice Adjustment (\$1,125.00)
 MATT Invoice Adjustment Notes

Miscellaneous Demo Details

PDD Source

Demo Pull Requests

Demo Pull Requested Reason
 Demo Pull Staff Recommendation

Demo Pull Request Notes
 Demo Pull Staff Recommendation Date
 Demo Pull Executive Determination Date

Demo Pull Executive Determination

Demo Pulled Date
 Demo Pull Failed

Pipeline History

Demolished ✓
 Reviewed by Demo ✓

Sold - Side Lot
 Sold - Direct Sale
 Sold - Auction

NAP

Drug House

Standard Fields

Case Origin

Contact Name US Mortgage Specialist, LLC Delaware Co.
 Contact Account Name General Citizen
 Contact Phone

System Information

Created By Brian Farkas 3/29/2016 2:26 PM
 Last Modified By Derrick Benedict 8/20/2019 1:33 PM

Date/Time Opened 3/29/2016 2:26 PM
 Date/Time Closed

[Edit](#) [Delete](#) [Close Case](#) [Sharing](#) [Map](#)

Socrata: BSEED

Socrata: BSEED Help

Action	Socrata: BSEED	Action Description	Inspection Date	Inspection Results	CSA Notes	CSA Updated	Building Permit Description	Permit Status
	BSEED-132627	Final Grade Inspection	8/9/2018	OK	F/G CALL FINAL GRADE ACCEPTABLE.	8/10/2018		
	BSEED-131801	Open Hole Demo Inspection	7/26/2018	OK	OH CALL DWLG DOWN DEBRIS REMOVED SEWER CAPPED. REC: OK TO FILL	7/27/2018		
	BSEED-108825		3/13/2018				WRECK AND REMOVE DEBRIS	OPEN
	BSEED-142695							

Inquiries

[New Inquiry](#)

Inquiries Help

Action	Inquiry Name	Inquiry Category	Inquiry Sub-Category	Inquiry Date	Contact Name	Inquiry Status	Follow-Up Inquiry Count	Priority	Created By
Edit	INQ-036318	Property Maintenance	Board/Secure	8/22/2017	Rita Gantt	Closed	0	Medium	Trezella Goodin , 8/22/2017 12:45 PM
Edit	INQ-036319	Property Maintenance	Debris, Clean Up	8/22/2017	Rita Gantt	Closed	0	Medium	Trezella Goodin , 8/22/2017 12:49 PM
Edit	INQ-052044	Demolition	Demo Timing	5/21/2018	Rita Gantt	Closed	0	Medium	Tamika Bunton , 5/21/2018 10:18 AM
Edit	INQ-053692	Demolition	Demo Timing	6/8/2018	Latrice McClendon	Closed	0	High	Stephanie Young , 6/8/2018 4:50 PM
Edit	INQ-047780	Property Maintenance	Board/Secure	3/22/2018	Latrice McClendon	Closed	0	High	Stephanie Young , 3/22/2018 2:01 PM
Edit	INQ-006924	Demolition	Report Property Damage	4/15/2015	Rita Gantt	Escalated	0	Medium	Ted Schultz , 6/1/2016 6:41 PM

Edit [INQ-013591](#) Demolition Demo Request 1/1/1900 [Fake Fakester III](#) Closed 0 Medium [Ted Schultz](#), 6/3/2016 9:55 AM

DLBA Activities

Side Lot Sale (Only)

DLBA Activities Help

DLBA Activities	Side Lot Sale	For Sale On Site	NO SELECTED BUYER	7/11/2019	Scheduled	0
A-24530R	Side Lot Sale					
A-193119	Sale Preparation			10/10/2018	Scheduled	0

Comments

[New Comment](#)

Comments Help

No records to display

Attachments

[Attach File](#)

Attachments Help

No records to display

Open Activities

Open Activities Help

No records to display

Activity History

[Mail Merge](#) [Compliance Email](#)

Activity History Help

No records to display

Case History

Case History Help

Date	User	Action
7/10/2019 5:14 PM	Savannah Robbins	Changed Status from Sales Review to For Sale.
7/10/2019 4:13 PM	Savannah Robbins	Changed Status Date from 6/3/2019 to 7/10/2019. Deleted Reset in Transfer Case. Changed Transfer Case from Disposition - Side Lot to Reset. Changed Status from Vacant Land to Sales Review. Changed Case Record Type from DLBA - Inventory to Disp - Side Lot. Changed Transfer Case to Disposition - Side Lot.
6/3/2019 9:53 AM	Savannah Robbins	Changed Status Date from 5/28/2019 to 6/3/2019. Changed Status from Intake Review to Vacant Land.
5/28/2019 2:20 PM	Derrick Benedict	Changed Status Date from 7/24/2018 to 5/28/2019. Deleted Reset in Transfer Case. Changed Transfer Case from DLBA - Intake Review to Reset. Changed Status from Demolished to Intake Review. Changed Case Record Type from Demo - HHF to DLBA - Inventory. Changed Transfer Case to DLBA - Intake Review.
9/7/2018 9:06 AM	Jerry Assam Jr.	Changed Case Owner from DLBA Admin to Demolition Team.
9/5/2018 9:04 AM	Derrick Benedict	Changed Owner (Assignment) from Demolition Team to DLBA Admin.
7/24/2018 4:10 PM	Amber Hine	Changed Status Date from 3/22/2018 to 7/24/2018. Changed Status from Demo Contracted to Demolished. Changed Knock Down Date to 7/24/2018.
7/19/2018 12:12 PM	Amber Hine	Changed Planned Knock Down Date to 7/24/2018.

Approval History

[Submit for Approval](#)

Approval History Help

No records to display

Contractor Violations: Properties

[New Contractor Violations: Property](#)

Contractor Violations, Properties Help

No records to display

DLBA Field Surveys

DLBA Field Surveys Help

No records to display

Post Abatement Verifications

[New Post Abatement Verification](#)

Post Abatement Verifications Help

No records to display

Sidewalk Repairs

[New Sidewalk Repair](#)

Sidewalk Repairs Help

No records to display

Sidewalk Repairs (Related Case)

Sidewalk Repairs (Related Case) Help

New Sidewalk Repair

No records to display

Attachment XIV

OCFO's/Administration's Supplemental Resolution Confirming the
Administration's Commitment to Certain Actions Regarding Implementation of
"Bond Proposal Funds" and Policies Governing Related Property, revision as of
October 28, 2019



Coleman A. Young Municipal Center
2 Woodward Avenue, suite 1100
Detroit, Michigan 48226

Phone: 313 -628-2535
Fax: 313 -224-2135
www.detroitmi.gov

Revision as of October 28, 2019

Resolution Confirming the Administration's Commitment to Certain Actions Regarding Implementation of "Bond Proposal Funds" and Policies Governing Related Property

WHEREAS, the Mayor has requested the City Council to approve a ballot initiative by which the City shall borrow an amount not to exceed \$250,000,000 and issue Unlimited Tax General Obligation Bonds of the City for the purpose of the elimination of blight through demolition and other blight remediation activities (the "Blight Elimination Bond Project"); and

WHEREAS, in consideration of the City Council's approval of the proposed Blight Elimination Bond Project the Administration agrees to undertake the items within the resolve of this resolution; BE IT THEREFORE

1 RESOLVED, subject to state law and City ordinance, to propose a Demolition Department to manage the demolition program and subsequently cancel or revise the demolition contract with the Detroit Building Authority. The changes will be proposed in an Executive Organization Plan amendment submitted to City Council before the end of the Council Session in November 2019 and in the Fiscal Year 2020-2021 Budget Recommendation to be submitted to City Council for review.

2 RESOLVED, the Office of Contracting and Procurement agrees to submit non-emergency residential demolition contracts in packages not to exceed 2,500 properties bi-annually. Through the use of the equalization ordinances and aggressive work by Civil Rights, Inclusion & Opportunity Department to qualify demolition contractors, over 50% of the contracts will be won by a contractor with one of the following certifications: Detroit Based Businesses, Detroit Headquartered Businesses, Detroit Small Businesses, Detroit Resident Businesses, Detroit Based Micro Businesses, Minority-Owned Business Enterprises, Women-Owned Business Enterprises, Mentor Ventures, and Joint Ventures. Special packages may be brought to City Council outside of the biannual process to address emergency, public safety or economic development needs. If



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there is insufficient capacity, the Office of Procurement and the Civil Rights, Inclusion & Opportunity Department will report to City Council on actions they will take to attract and certify additional demolition businesses in the future.

3 RESOLVED, within each semi-annual large procurement for residential demolitions, the Office of Contracting and Procurement will set aside contracts for certified Detroit Small Businesses and Detroit Based Micro Businesses. The Office of Procurement intends to set aside 30% of the contracts for certified Detroit Small Businesses and Detroit Based Micro Businesses in the procurement to be awarded in January 2020 and will report to the Administration and City Council following the completion of the procurement. If there is insufficient capacity to meet the 30% set aside in the January 2020 procurement, the Office of Procurement and the Civil Rights, Inclusion & Opportunity Department will report to City Council on actions they will take to attract and certify additional Detroit Small Businesses and Detroit Based Micro Businesses in demolition in the future.

4 RESOLVED, Prior to the submission of a demolition bid package, the Office of Contracting and Procurement agrees to submit a bi-annual employment report for all demolition contractors that are not certified as a Detroit Resident Business including the number of employees and the number of Detroit-resident employees at the time of bidding.

5 RESOLVED, by May 31, representatives from the OCFO and CRIO will work with the Budget, Finance and Audit Standing Committee to review the existing ordinance, develop outcome metrics and recommend changes to the ordinance to better meet the objectives of the Administration and City Council.

6 RESOLVED, the Detroit Employment Solutions Corporation agrees to schedule a meeting with demolition contractors that have been pre-qualified to determine the hiring and training needs of each contractor for the implementation of the Blight Elimination Strategy within one (1) month of the approval of this agreement.



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Chief Financial Officer

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7A RESOLVED, within one (1) month of approval of this agreement, The Detroit Employment Solutions Corporation agrees to implement a Blight Elimination Outreach marketing plan that may include, but not limited to the following: Outdoor signage; Digital and Social media outreach across Detroit at Work and all city channels; Outreach to our community partners including City Council, Faith-based, community partners, Department of Neighborhoods; Detroit at Work website banners and landing page highlighting details and how to sign up and find our more information (detroitatwork.com averages 50,000 visits a month); Detroit at Work newsletter with over 120,000 Detroiters subscribing; press conference to announce efforts and garner media partners stories.

7B RESOLVED, the Office of Contracting and Procurement, Detroit Employment Solutions Corporation, the Demolition Department, and the Civil Rights, Inclusion & Opportunity Department agree to host employment fairs for contractors that do not qualify for the Detroit Resident Business certification. The Office of Contracting and Procurement will encourage those demolition business that do not qualify for this certification to attend.

8 RESOLVED, the Demolition Department will submit quarterly reports detailing the following: number of homes demolished; and proof demolition field liaisons' visits to each property.

9 RESOLVED, the Administration will make practical operational changes to address audit findings of the Auditor General and any other pertinent external audit findings, unless the recommendations create an undue burden on small demolition contractors without a measurable benefit to the program.

10 RESOLVED, the Demolition Department will conduct a deconstruction pilot to determine the feasibility of incorporating deconstruction into the demolition program on a larger scale.

11 RESOLVED, Planning and Development Department will complete neighborhood plans and update the master plan for the City over the next five years with community input.



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12 RESOLVED, in the areas most affected by demolition of vacant and abandoned structures, the City will be investigating four primary areas for neighborhood planning: the history of the neighborhood; tactical historic preservation opportunities; housing rehabilitation opportunities for vacant properties; interim and medium-term open space strategies. These pillars will help the city and neighbors plan for redevelopment while also creating amenities, prevent illegal dumping and making the neighborhood more attractive.

13 RESOLVED, through community meetings, the Planning and Development Department will develop sidelot, landscape and interim use strategies for areas that will remain vacant for the medium term.

14A RESOLVED, in consultation with the City Council, the Planning and Development Department and Detroit Land Bank Authority will collaborate to make changes in the Detroit Land Bank Authority Memorandum of Agreement which will be submitted no later than January 1st 2020. With the submission, the Administration will include the most expeditious schedule through which the City Council, Administration, and Detroit Land Bank Board will decide the future of all vacant lots currently in the Detroit Land Bank's inventory as well as future vacant lots resulting from the blight bond initiative.

14B RESOLVED, the City and the Detroit Land Bank Authority will evaluate and recommend new discount programs for Detroit residents in the Detroit Land Bank Authority Memorandum of Agreement.

14C RESOLVED, the City and the Detroit Land Bank Authority will evaluate and recommend methods to make it easier for Detroiters to acquire vacant land and housing (such as the Building Blocks Program) and include them in the Detroit Land Bank Authority Memorandum of Agreement.



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16A RESOLVED, the City will have rehab strategies that save homes that otherwise could be demolished, but are savable with a similar level of incentive.

16B RESOLVED, the City will use sustainable renovation standards to provide future property owners with low utility costs, to include but not limited to, high efficiency systems (such as furnace, water heater) and updated windows.

16C RESOLVED, for the Fiscal Year 2021 demolition procurement packages and awards, the City or Detroit Land Bank Authority will conduct a physical survey and, where necessary, secure properties that can be rehabilitated to preserve them for the future.

17 RESOLVED, the City's rehab strategies will range from a "Rehabbed and Ready" model to more modest improvements such a site preparation and partial rehabilitation that will make houses easier to sell.

18 RESOLVED, the City will have a rehab and marketing strategy that is aimed at assisting new low income home buyers and seniors in purchasing rehabbed or partially rehabbed houses.

19 RESOLVED, through the Fiscal Year 2021 Budget, the Administration will propose a new grass cutting strategy to address the spring growth and improve maintenance of vacant lots.

20 RESOLVED, the Administration will expand the illegal dumping campaign to protect neighborhoods with newly vacant land.

21 RESOLVED, the Administration will work with state leaders to enact "Pay as you Stay", legislation to create a pathway out of foreclosure for low income home-owners. Pay as you Stay is a proposed new payment plan that will eliminate all interest, penalties and fees, reduce back taxes to 10% of the home's taxable value, and create a three year payment plan with 0% interest.



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22 RESOLVED, the City will partner with nonprofits and philanthropies to provide information about pathways out of foreclosure through Make it Home and the Homeowner Property Tax Exemption Program, directly to homeowners through door knocking campaigns, mailings, phone calls and community-based workshops.

Attachment XV

OCFO's/Administration's "Blight Removal Bond Proposal City Council"
Presentation

Blight Removal Bond Proposal

City Council

October 29, 2019



For decades, Detroit has struggled with the spread of blight Jerry Cavanagh promised the end of blight on July 1, 1965



Free Press Telephones

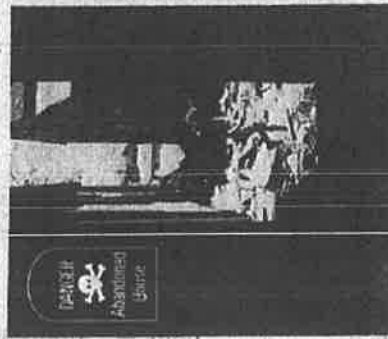
Sports Editor - 222-6666
 To Place Your Ad - 222-6666
 For News Information - 222-6666
 City News Desk - 222-6666
 All Other Calls - 222-6666
 Insurance Dept. - 222-6666

Detroit Free Press

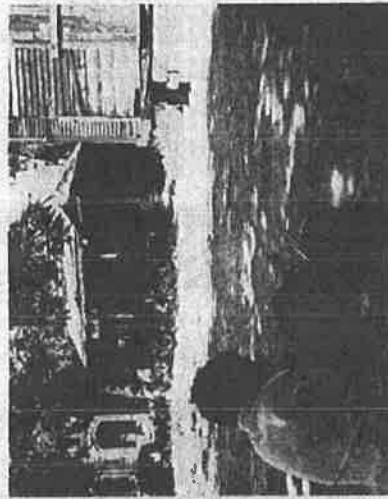
Thursday, July 1, 1965 THE SECOND FRONT PAGE Page 3, Section A

Today's Chuckle

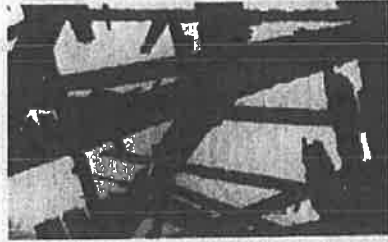
Children should be careful what they say. Patrols are always repeating what they hear.



Deaths in disaster begin.



In vacant houses, like this one at Detroit and Congress.



Petty patterns can mark.



They are not the only young company here.

City Fights Vacant House Menace

Death Still Lurks In Empty Houses

By JOHN MURPHY
 Free Press Staff Writer
 There are 2,101 abandoned buildings and houses in Detroit and all are potential death traps.
 "Everybody has got to be careful," says one of the city's health department officials. "If you go into one of these places, you could get killed."



Asks U.S. Funds, To Add Patrols

By HARRY GOLDEN JR. AND NAL COHEN
 Free Press Staff Writers
 Mayor CAVANAGH and the Common Council tonight requested \$100,000 in federal funds to add 100 more police officers to patrol the city's vacant houses.



Mayor Gribbs promised to solve the problem in 1973

PROPERTY OWNERS MAY BE BILLED

City to Raze Abandoned Buildings

NEW POLICIES, MORE MONEY

Move Means Loss Of Federal Cash

City Speeds Up Building Demolition

BY JIM NEUBACHER
Free Press Staff Writer

New city policies plus an injection of revenue sharing money have allowed Detroit building officials to dramatically speed up the demolition and demolition of dangerous buildings in the city.

Raymond Goddard, chief building inspector, said the Common Council has ordered 746 structures demolished during the first half of 1973 — compared to 727 ordered torn down all of 1972.

New procedures to cut red tape have reduced delays, building officials said, so that buildings ordered down are demolished in 80 to 90 days.

As recently as a year ago, the backlog on demolition often meant that a dangerous building would stand for six to eight months after being condemned by the council.

IN ADDITION, the city is beginning to see the first results of a commitment last January by the council to demolish five dangerous buildings

City officials estimate there are 1,500 open, abandoned buildings . . . in need of being processed for demolition.

council for demolition.

Other building officials point to several key factors as contributing to increased demolition:

- More communication and co-operation with utility companies, which must remove and disconnect power and fuel and telephone lines before a house can be razed.
- A tougher stand on the Common Council, looking to more demolition orders and

men on it and work less," said Goddard, explaining the increase in abandoned buildings surveyed by his department and presented to the

Please turn to Page 1A, Col. 1

BY JIM NEUBACHER
Free Press Staff Writer

Detroit's Common Council and city development officials agree Wednesday on the policy which has allowed hundreds of abandoned, decaying buildings to urban renewal areas to remain standing for years.

Instead the officials decided to knock the buildings down under the city's dangerous buildings ordinance, just as the standard of vacant homes in other parts of Detroit.

The process will raise several points. However, it said it will represent a major improvement.

Until a 1967 city policy, many of the empty houses in the urban renewal areas had been condemned from the city ordinance which requires dangerous buildings to be identified and demolished.

The vacant houses in urban renewal areas were demolished eventually but only after the city had acquired every parcel of land in the renewal area, a lengthy legal process which at times has taken many years.

The old policy had been established to save the city

8 Hospitals Curb Visits Due to Flu

Legal Detroit and requests hospitals have restricted visits to lessen the chance of



\$150,000 in Rare Coins, Bills Stolen from Home in Berkley

BY DAVE ANDERSON
Free Press Staff Writer

A \$158,000 coin and bill cache stolen from the

that makes them so valuable to their family — will make them difficult for the thieves to sell, Presti believes.

Presti and his wife were out to dinner at the time. Berkley Police Detective Sgt. Lou Williams theorized that

Mayor Young fought blight for 20 years



Kicked off initiative in 1976

By 1989, Detroit had 15,000 abandoned buildings

Detroit And HUD Agree on Razing

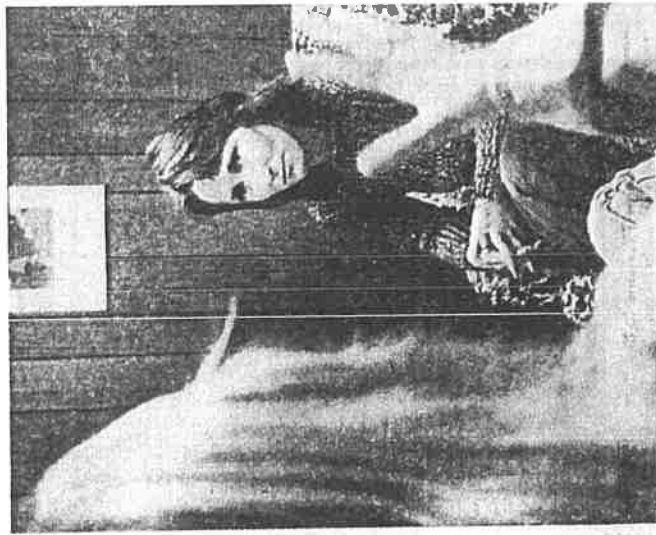
BY DAVE ANDERSON
Free Press Staff Writer

The federal government and the City of Detroit have agreed on procedures to speed demolition of the hundreds of blighted and severely vandalized buildings.

The agreement reached last week calls for the Department of Housing and Urban Development (HUD) to demolish "hazardous" buildings in 45 days and "dangerous" buildings within seven days. Under the agreement, HUD will provide a \$100,000 loan to the city to speed up the work within about 90 days.

BUT CITY Council President Carl Levin, while praising HUD for making an "improved effort to tear down abandoned buildings in recent months," said he fears the new agreement, like previous ones, is defective.

Levin says it does not ad-

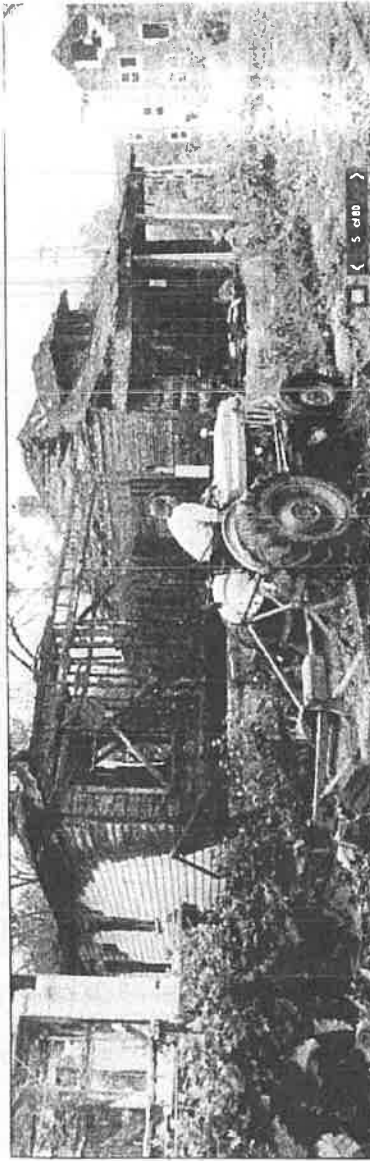
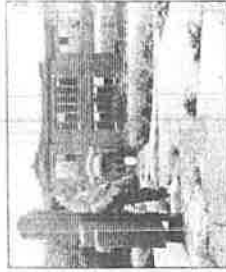


Location: 2800 block of West Avenue (Westwood)
 Status: City records indicate vacant lot as of Aug. 15, 1984. Building was found open and dangerous by city inspectors on Jan. 21, 1985. Second complaint sent Feb. 10, 1985.
 Action: On Jan. 21, 1985, City Council ordered demolition of the building.
 Status: As of Sept. 8, 1985, City records indicate demolition has been completed.



RECKLESS ABANDONMENT

15,215 empty buildings — and countless victims



Every administration has tried to deal with blight



Detroit to receive demolition loan



\$60 million
to help rid city of
abandoned homes

By **FRANK COLEMAN**
Staff Writer

DETROIT — The city will begin to receive a \$60 million federal loan to help demolish abandoned homes in Detroit. The loan is part of a larger program to help cities deal with blight. The city of Detroit is one of the first to receive the loan. The loan will be used to demolish abandoned homes in Detroit. The loan will be used to demolish abandoned homes in Detroit.

The loan will be used to demolish abandoned homes in Detroit. The loan will be used to demolish abandoned homes in Detroit. The loan will be used to demolish abandoned homes in Detroit. The loan will be used to demolish abandoned homes in Detroit.

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A fix-it plan for Detroit

\$125 MILLION: Money is committed to 6 neighborhoods

REBUILDING: Improvements to include patrols, parks

WHO WILL PAY? Grants, bonds sought for project



What's footing the bill?
The city of Detroit is committed to spending \$125 million on a program to rebuild six neighborhoods. The program will include patrols, parks, and other improvements. The city is seeking grants and bonds to help pay for the program.



Mayor Kevin White
says he's not 'sneaking' the plan.

WHO WILL PAY?
Grants, bonds sought for project

The city of Detroit is committed to spending \$125 million on a program to rebuild six neighborhoods. The program will include patrols, parks, and other improvements. The city is seeking grants and bonds to help pay for the program.

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DETROIT'S POLICE DEPARTMENT
were able to arrest the group of about 100 people who gathered on the street near the site of the demolition. The police were able to arrest the group of about 100 people who gathered on the street near the site of the demolition.

SEE THE DANGER ZONE SERIES
The city of Detroit is committed to spending \$125 million on a program to rebuild six neighborhoods. The program will include patrols, parks, and other improvements. The city is seeking grants and bonds to help pay for the program.



By Suelette Hackney
For Press Staff 10/10/98
The city of Detroit is committed to spending \$125 million on a program to rebuild six neighborhoods. The program will include patrols, parks, and other improvements. The city is seeking grants and bonds to help pay for the program.

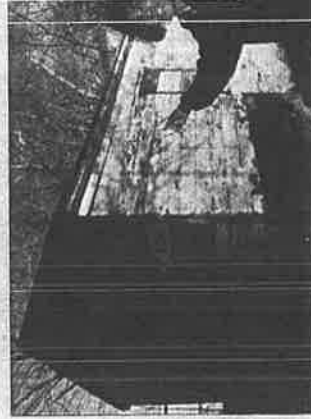
The city of Detroit is committed to spending \$125 million on a program to rebuild six neighborhoods. The program will include patrols, parks, and other improvements. The city is seeking grants and bonds to help pay for the program.

For nearly 50 years, Detroit's elected officials have not been able to deliver a blight-free city to our residents



DETROIT'S DEMOLITION DILEMMA
 > ABANDONED BUILDINGS TORN DOWN: \$100,000 SINCE
 > STILL STANDING: AT LEAST 6,000
 > ON BACKLOG AWAITING DEMOLITION: 1,111

Vacant buildings survive prom



12A WOODBURN, OHIO, SUNDAY, APRIL 15, 2012

COVER STORY DANGER ZONE

Too much blight, not enough cash

City needs millions to raze dangerous places near schools
 by **Quintin Pratt** and **Justin Turner**
 Photo: **John B. Jones**

A month after it was elected, Mayor Dave Bing promised to make demolishing abandoned buildings a top priority.

But the city's budget is so tight that it can't even pay for the demolition of a single building.

GRANT: Detroit, other cities have trouble spending \$224M in aid

FROM PAGE 1A

Funding has overwhelmed the capacity of recipients to overcome bureaucratic and legal hurdles, and likened it to "trying to drink out of a fire hose."

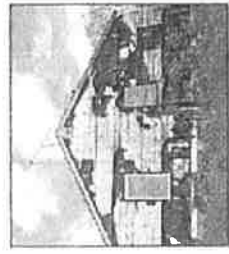
Nowhere is the problem more acute than in Detroit, which as of



ONE THREAT OF MANY: Students waiting to get to school are among hundreds of such structures near the school. The city is not here and do not have the money to demolish them.



DETROIT PLANS TO TEAR DOWN 10,000 STRUCTURES BY THE END OF 2013. Scores of blocks on the east side



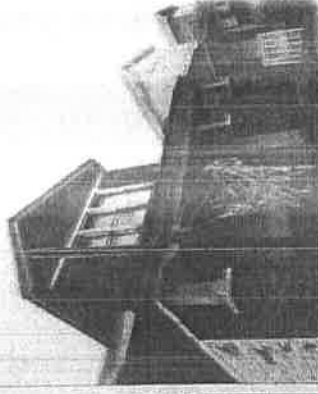
DETROIT PLANS TO TEAR DOWN 10,000 STRUCTURES BY THE END OF 2013. Scores of blocks on the east side



DETROIT PLANS TO TEAR DOWN 10,000 STRUCTURES BY THE END OF 2013. Scores of blocks on the east side

DEMOLITION SLOWED DOWN

Dilapidated buildings standing tall in Detroit



Mayor's goal: net, cash is withheld

BY JEFF HARRIS

DETROIT

DETROIT

DETROIT

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DETROIT

Money restrictions blamed for city being slow to erase blight

By Jeff Guller

DETROIT

DETROIT

DETROIT

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DETROIT

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TO HIT THE MAYOR'S GOAL, THE CITY MUST RAZE 300 BUILDINGS A MONTH.

The city's goal is to demolish 10,000 structures by the end of 2013. That means the city must demolish about 300 buildings a month.

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19,000 buildings demolished since 2014 in the most aggressive demolition effort in national history



Detroit has had success in saving homes through renovations since 2014 and can do much more



CLICKON
DETROIT

NEWS CONTACTUS NEWSLETTERS FIND IT HERE PROMOTED SEEN ON 4

Land Bank homes hit market in Detroit's Osborn neighborhood 26 houses starting at \$1,000

By Jason Colthorpe - AnchorReporter, Derrick Hutchinsan
Posted: 6:42 PM, May 10, 2019
Updated: 4:53 PM, May 10, 2019

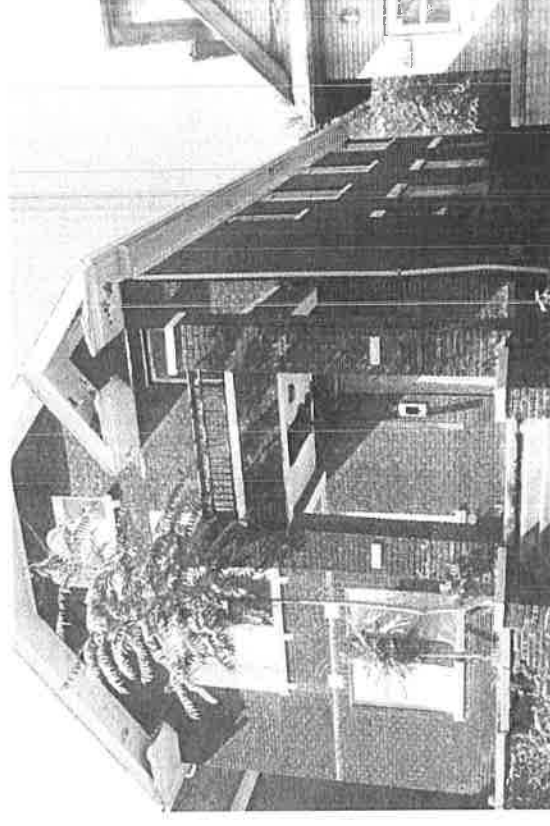


DETROIT LAND BANK AUCTIONS

Detroit Land Bank debuts new website

By Rachel Runkle | Jan 9, 2018, 12:02pm EST

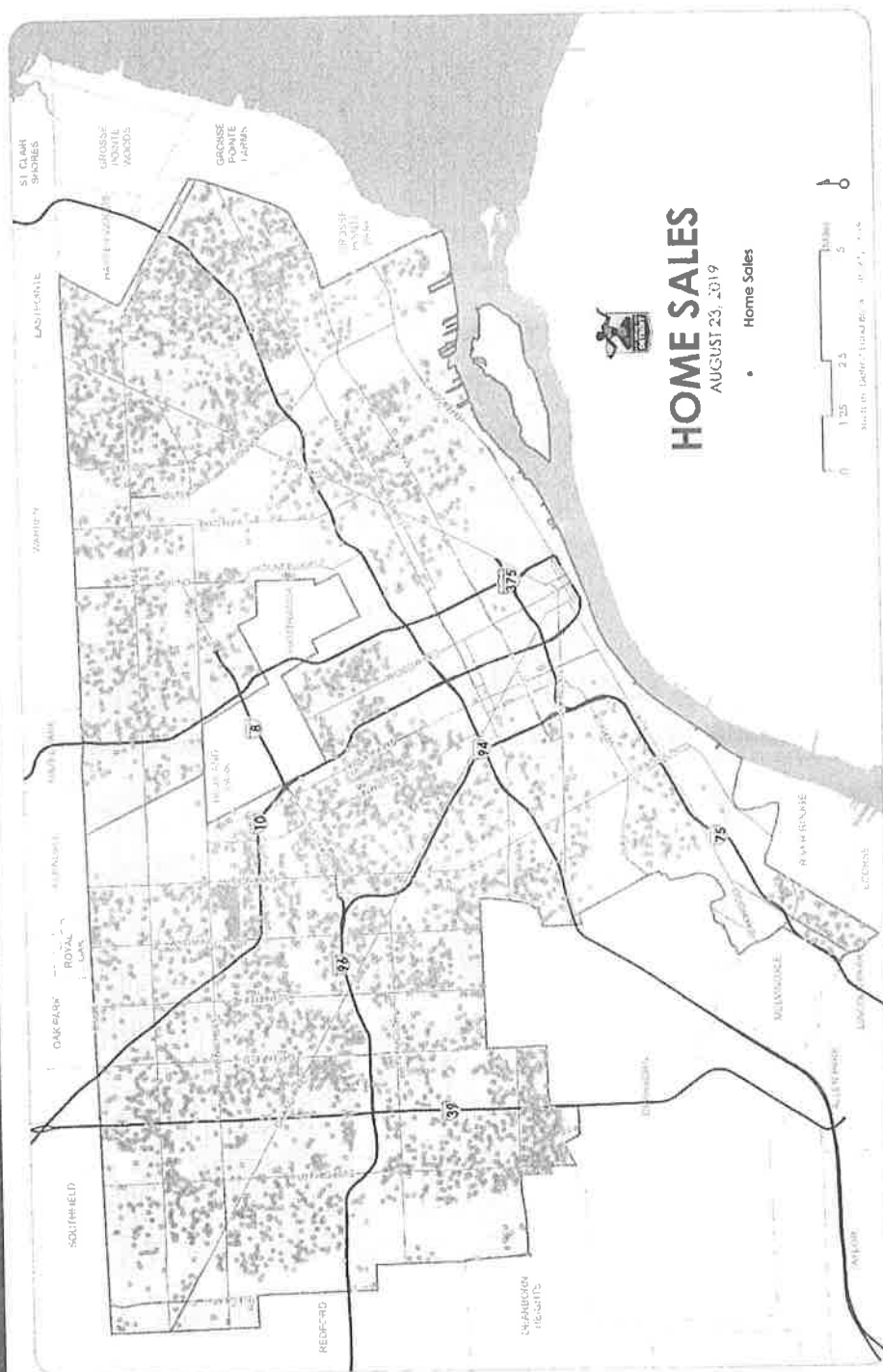
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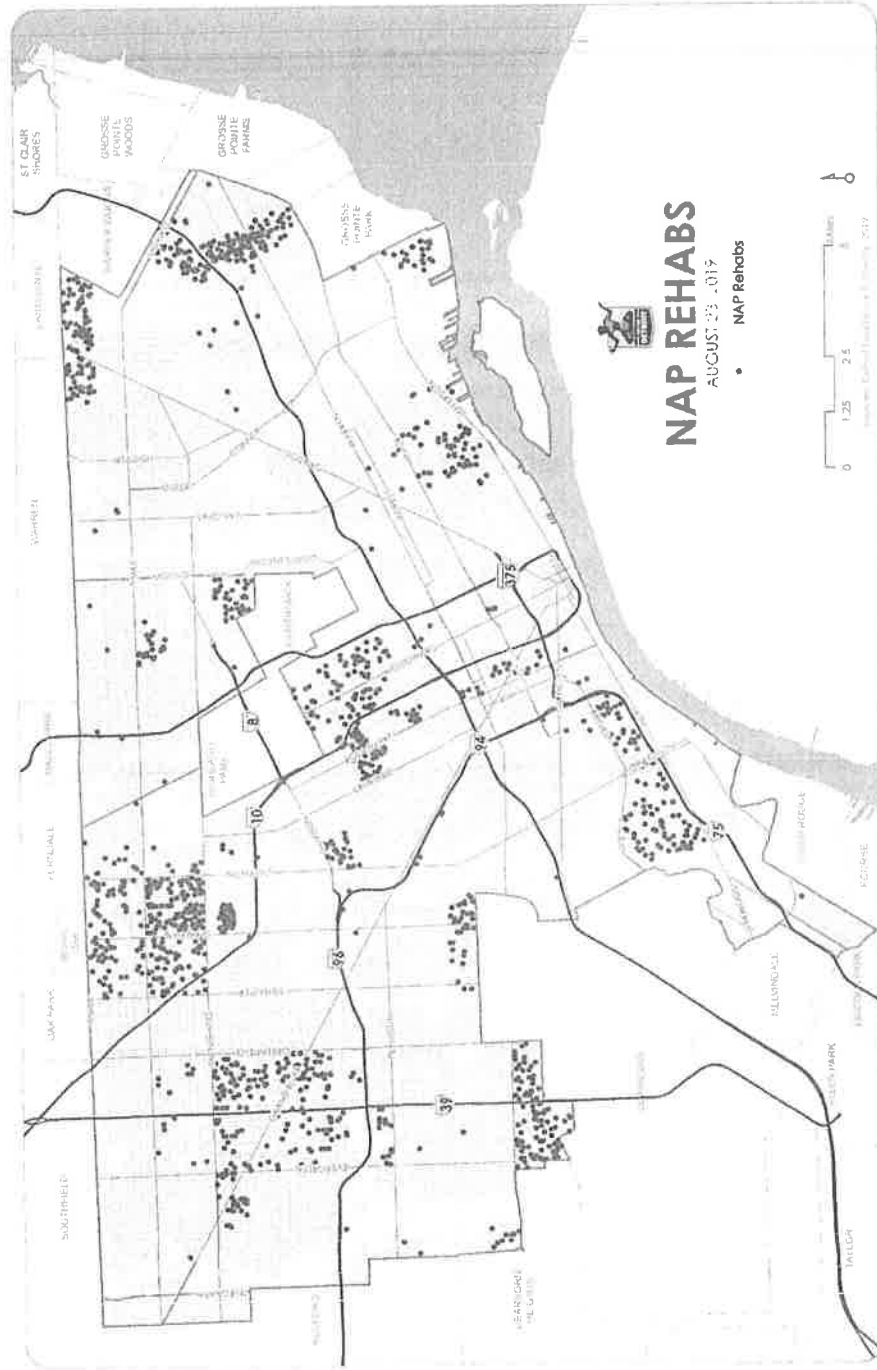
A current property up for auction. Photo: iStock.com

CPREDET
DETROIT

Land Bank Has Sold 7,400 Vacant Houses for Rehab since 2014



And taken legal action toward 1,600 rehabs through the Land Bank's Nuisance Abatement Legal Action Team

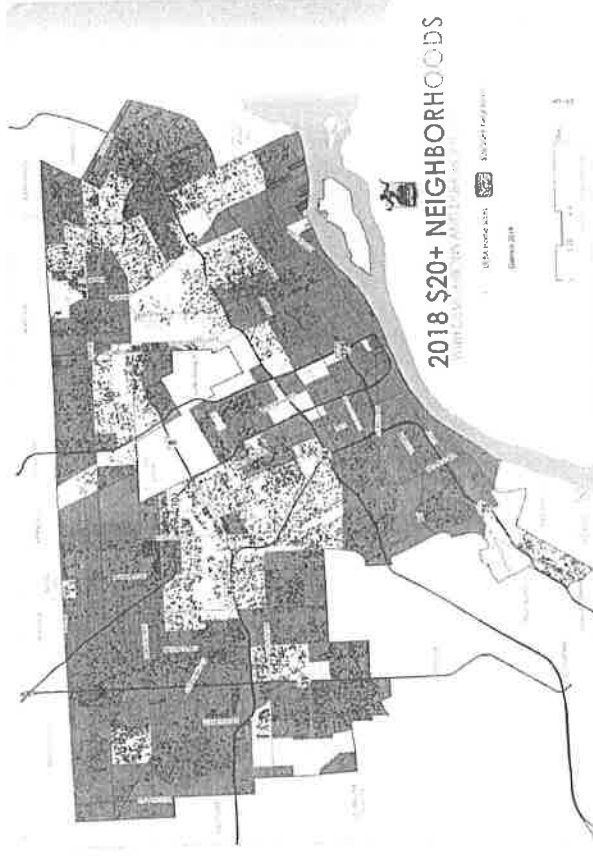
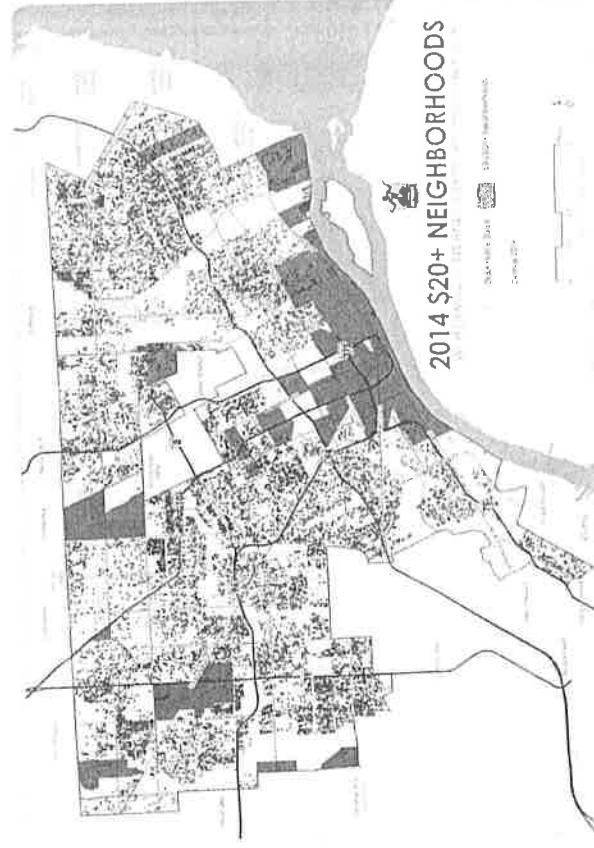


The demo and rehab programs have had huge impact on Detroit



90% average increase in Detroit property values

Source: Zillow 2013-2018



The areas of the city that now have an MLS average over \$20 s/f has increased significantly since 2014. As property values in neighborhoods increase beyond \$20 per square foot, it becomes more economically viable to renovate houses in the private market.

The demo and rehab programs have had huge impact on Detroit



The Detroit News

Detroit blazes see huge decline

OFFICIALS CREDIT BLIGHT ELIMINATION, BOLSTERED INVESTIGATIONS, COMMUNITY EDUCATION EFFORTS, BUT UNION CHIEF VOICES DOUBTS

Christine Ferretti, The Detroit News

Published 9:45 p.m. ET Feb. 6, 2019 | Updated 6:58 a.m. ET Feb. 8, 2019

46% reduction in building fires citywide since 2014

Source: DFD

The demo and rehab programs have had huge impact on Detroit



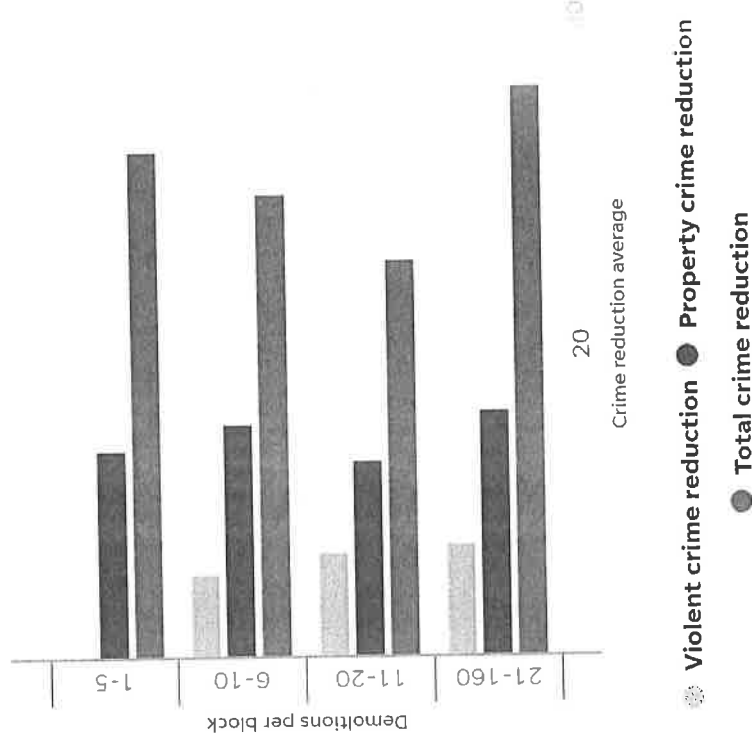
**3% drop in violent crime and property crime
for every 10 demolitions in a block group**

Source: Wayne State University

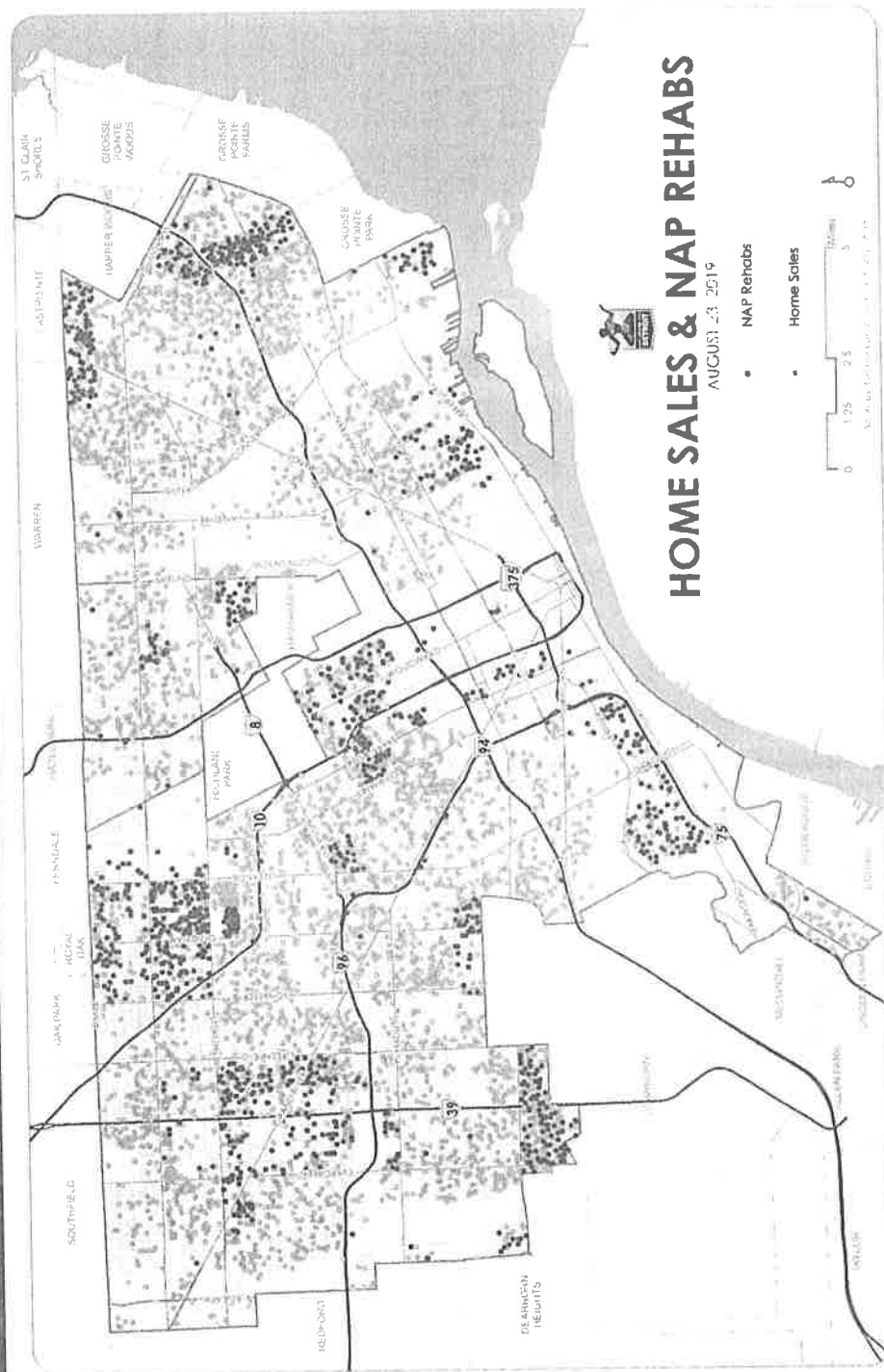
**11% drop in homicides and nonfatal shootings
in areas of concentrated demolition**

Source: Harvard University and University of Michigan

Detroit Free Press **Home demolitions and crime reduction**



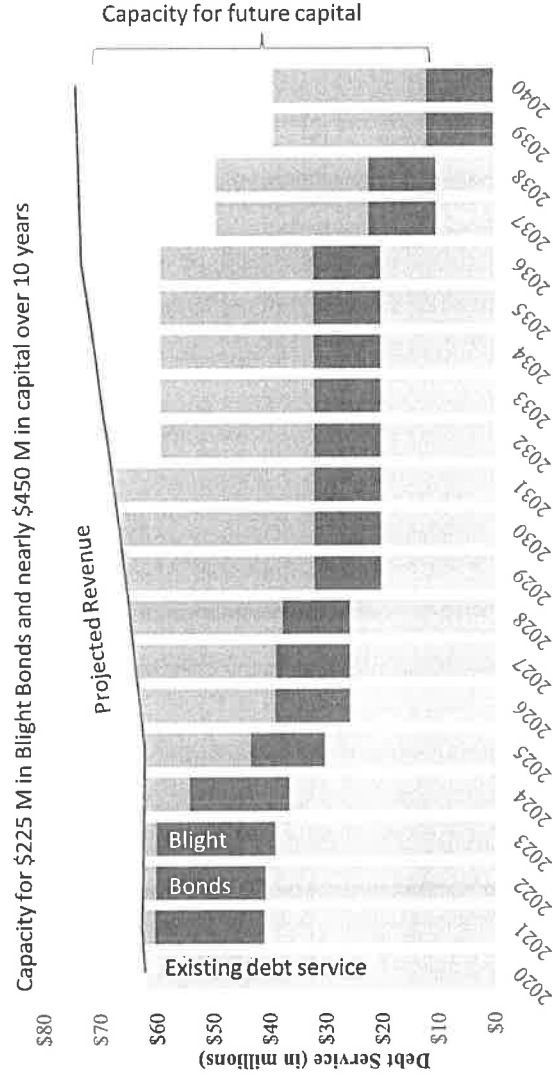




Mayor Duggan is proposing a \$250 M Bond Issue with no increase in taxes for Detroiters



- As old capital bonds are paid off, we can to borrow for blight removal and future capital projects without raising taxes.
- Borrowing UTGO debt has no negative impact on the General Fund, and in fact relieves the General Fund of the need to fund this level of blight removal in five years.



Moving demolition contracting from Land Bank to City procurement will increase opportunities for Detroit and minority companies



- Federal rules prohibited the Land Bank from using local preferences in contracting and have excluded qualified new companies from participating.
- The City of Detroit contracting process, with City Council approval, has been much more successful in providing opportunities for Detroit and minority companies.
- DBBs and MBEs completed 50%+ of City demos since January 2018.



- This proposal would award \$375 million in new contracts under this process over the next five years.

Source: City of Detroit Open Data and Land Bank, Jan. 1, 2018 - Sept. 3, 2019

City Council Process to Date



Sept. 13	Blight Ballot and Bond Authorizing Resolution Submitted to City Council
Sept. 18	First BF&A Committee Hearing
Sept. 26	Mayor presents at Citywide Community Meeting
Oct. 2	Second BF&A Committee Hearing
Oct. 10	Revised Blight Ballot and Bond Authorizing Resolution Submitted to City Council with requested changes from LPD
Oct. 16	Third BF&A Committee Hearing; Initial Council Resolution Discussed
Oct. 17	Draft Council Resolution Sent to LPD and City Council

Oct. 21	Revised Council Resolution Sent to City Council based on member feedback
Oct. 22	2 nd Revised Council Resolution Sent to City Council based on member feedback
Oct. 22	3 rd Revised Council Resolution Sent to City Council based on member feedback
Oct. 22	First Full City Council Meeting
Oct. 28	4 th Revised Council Resolution Sent to City Council based on member feedback
Oct. 29	Second Full City Council Meeting

Council Actions on Demolition in the Next 12 Months



Oct. 2019 Council review \$250 Million Blight Removal Bond Resolution

Nov. 2019 Executive Organization Plan submitted

Dec. 2019 Detroit Land Bank MOU submitted

Jan. 2020 Budget Amendment submitted for \$50 Million in blight funds to support Winter 2020 Procurement

Jan. 2020 Contracts submitted for demolition of about 2,400 houses

Feb. 2020 Contracts submitted for Commercial Environmental Due Diligence (Hazardous/Regulated Materials Surveys & Site Assessments)

Mar. 2020 Contracts submitted for Residential Hazardous/Regulated Materials Surveys

Mar 2020 Fiscal Year 2020-2021 Budget submitted (with reorganization of Demolition, FY2021 Blight Appropriation, FY2021 Land Bank Appropriation, FY2021 home repair programs appropriations)

Jul. 2020 Contracts submitted for demolition of about 1,900 houses submitted

Aug. 2020 Contracts submitted for Backfill Monitoring and Testing

Sep. 2020 Contract submitted for Water-related Services (Pump-outs, Shut-offs, Disconnects)

Oct. 2020 Contracts submitted for Environmental Services (i.e. Underground Storage Tanks, Pits, Drums, Soil Remediation)

Oct. 2020 Contracts submitted for General Supportive Services (i.e. Debris relocation, Clean-up)

The Administration has worked with members on a Resolution



- Creation of new Demolition Department, and Detroit Building Authority will no longer be part of demolition.
- Over 50% of semiannual demolition contracts will be won by Detroit certified companies.
- 30% of semiannual contract will be set aside for Detroit Small Businesses and Detroit Based Micro Businesses in procurement to be awarded in Jan. 2020.
- OCP will submit an employment report including the number of employees and the number of Detroit employees for each contractor at time of bidding.
- OCFO and CRIO will work with the BF&A Committee on proposed procurement ordinance changes to better meet objectives of Administration and City Council.

The Administration has worked with members on a Resolution



- Detroit Employment Solutions Corporation will:
 - Meet with demolition contractors to understand their hiring needs
 - Will implement a marketing plan to Detroiters about opportunities with Demolition contractors
 - Host employment fairs for contractors that do no qualify for the Detroit Resident Business Certification
- The Demolition Department will submit quarterly demolition reports on the number of housed demolished and verification of field liaisons visits to each property.
- The Administration will make practical operational changes to address audit findings, unless the recommendations create an undue burden on small demolition contractors without a measurable benefit to the program.

The Administration has worked with members on a Resolution



- The Demolition Department will conduct a deconstruction pilot.
- Planning and Development Department will complete neighborhood plans and update the master plan for the City over the next five years.
- In the areas most affected by demolition of vacant and abandoned structures, the City will be investigating four primary areas for neighborhood planning:
 - the history of the neighborhood;
 - tactical historic preservation opportunities;
 - housing rehabilitation opportunities for vacant properties;
 - interim and medium-term open space strategies.
- Through community meetings, the Planning and Development Department will develop sidelot, landscape and interim use strategies for vacant land.

The Administration has worked with members on a Resolution



- The Detroit Land Bank Authority Memorandum of Agreement will be submitted no later than January 1st 2020. The Administration will include the most expeditious schedule through which the City Council, Administration, and Detroit Land Bank Board will decide the future of all vacant lots.
- The City and the Detroit Land Bank Authority will evaluate and recommend new discount programs for Detroit residents.
- The City and the Detroit Land Bank Authority will evaluate and recommend methods to make it easier for Detroiters to acquire vacant land and housing (such as the Building Blocks Program).
- The City will have rehab strategies that save homes that otherwise could be demolished, but are savable with a similar level of incentive.

The Administration has worked with members on a Resolution



- The City will use sustainable renovation standards to provide future property owners with low utility costs, to include but not limited to, high efficiency systems and updated windows.
- The City's rehab strategies will range from a "Rehabbed and Ready" model to more modest improvements such as site preparation and partial rehabilitation that will make houses easier to sell.
- The City will have a rehab and marketing strategy that is aimed at assisting new low income home buyers and seniors in purchasing rehabbed or partially rehabbed houses.
- Through the Fiscal Year 2021 Budget, the Administration will propose a new grass cutting strategy to address the spring growth and improve maintenance of vacant lots.



The Administration has worked with members on a Resolution

- The Administration will expand the illegal dumping campaign to protect neighborhoods with newly vacant land.
- The Administration will work with state leaders to enact “Pay as you Stay” , legislation to create a pathway out of foreclosure for low income home-owners.
- The City will partner with nonprofits and philanthropies to provide information about pathways out of foreclosure through Make it Home and the Homeowner Property Tax Exemption Program, directly to homeowners through door knocking campaigns, mailings, phone calls and community-based workshops.

Attachment XVI

Responses to LPD's Questions from October 29, 2019



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MEMORANDUM

TO: Irvin Corley, Jr., Executive Policy Manager, Detroit City Council Legislative Policy Division

FROM: David Massaron, Chief Financial Officer, City of Detroit
Arthur Jemison, Group Executive for Planning, Housing and Development

DATE: November 1, 2019

RE: Responses to Questions from October 29

1. A copy of today's power point presentation sent to Council.

Sent earlier this week.

2. A copy of debt metrics John Naglick referenced.

The City debt metrics that John Naglick referenced were included in the October 2, 2019, presentation to the Budget, Finance, and Audit Committee (see pdf page 142 of 204 in LPD's "UTGO Bonds Blight Elimination – Report and Attachments"). A copy of these metrics is also provided below.

**Detroit's debt affordability metrics are benchmarked above
Detroit's current credit rating**



Debt as % of General Fund Revenues	171% (1.7X)	185% (1.85X)	No Impact
Moody's scorecard for this sub-factor	A	A	
Debt as % of Full Value	12.74%	10.55%	No Impact
Moody's scorecard for this sub-factor	Ba	Ba	

3. An explanation of how the 1.85 metric was calculated. There seems to be an updated spreadsheet to make this calculation.

There is not an updated spreadsheet for this calculation. The debt metric slide above (from the October 2, 2019, presentation to the BF&A committee) has not changed. The CFO also



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referenced S&P metrics during his comments at the October 29, 2019, City Council meeting, which can be found below.

	<u>As of June 30, 2019</u>	<u>As of June 30, 2020*</u> <u>(Post UTGO Issuance)</u>	<u>Impact of Proposed</u> <u>\$277 Million Borrowing</u>
Debt as % of General Fund Revenues	171% (1.7X)	185% (1.85X)	
Moody's scorecard for this sub-factor	A	A	No impact
Debt as % of Full Value	12.74%	10.55%	
Moody's scorecard for this sub-factor	Ba	Ba	No impact
Debt as % of Governmental Revenues	134%	145%	
S&P scorecard for this sub-factor	4	4	No impact
Debt Service as % of Governmental Expenditures	10%	11%	
S&P scorecard for this sub-factor	4	4	No impact

*Projection assuming \$175 million in Blight UTGO bonds and \$52.245 million in Capital UTGO Bonds are issued in June 2020.
Dollar amounts used to calculate statistics are preliminary and unaudited.

The "Debt as % of General Fund Revenues" debt metrics for June 30, 2019, and June 30, 2020 were calculated in the manner described below. Note that the June 30, 2020, metrics assume the issuance of the proposed debt and acknowledge payment of the regularly scheduled principal that occurred during FY20.

As of June 30, 2019:

Principal Outstanding: \$1,868,757,789

General Fund Revenues – Estimate: \$1,095,523,599

Principal Outstanding/GF Revenues (as Percent): 171%

(i.e., at June 30, 2019, the principal amount of the City's bonds was 171% of the City's annual general fund revenues)

Principal Outstanding/GF Revenues (as Ratio): 1.71X

(i.e., at June 30, 2019, the principal amount of the City's bonds outstanding was 1.71 times greater than the City's annual general fund revenues)

As of June 30, 2020:

Principal Outstanding: \$2,049,001,789

General Fund Revenues – Estimate: \$1,110,200,000

Principal Outstanding/GF Revenues (as Percent): 185%

(i.e., assuming the bonds are approved, at June 30, 2020, the principal amount of the City's bonds will be 185% of the City's annual general fund revenues)

Principal Outstanding/GF Revenues (as Ratio): 1.85X

(i.e., assuming the bonds are approved, at June 30, 2020, the principal amount of the City's bonds outstanding will be 1.85 times greater than the City's annual general fund revenues)



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The detail regarding what comprises the principal outstanding amounts is provided below.

	At June 30, 2019	At June 30, 2020
Proposed UTGO Blight Bonds (Series 2020)	\$ -	\$ 175,000,000
Proposed UTGO Capital Bonds (Series 2020)	\$ -	\$ 52,245,000
UTGO Bonds (Series 2018)	\$ 135,000,000	\$ 125,840,000
LTGO DSA First Lien Bonds (Series 2016B-1)	\$ 240,965,000	\$ 234,485,000
UTGO DSA Second Lien Bonds (Series 2010)	\$ 89,390,000	\$ 86,815,000
LTGO DSA Third Lien Bonds (Series 2016B-2)	\$ 115,745,000	\$ 108,875,000
UTGO DSA Fourth Lien Bonds (Series 2016A-1 and A-2)	\$ 146,760,000	\$ 117,190,000
LTGO DSA Fifth Lien Bonds (Series 2018)	\$ 175,985,000	\$ 175,985,000
LTGO Bonds (Series 2014 (Exit Financing))	\$ 228,500,000	\$ 205,610,000
LTGO (B-Notes)	\$ 434,311,789	\$ 434,311,789
MTF Bonds (Series 2017)	\$ 85,000,000	\$ 123,500,000
HUD Notes	\$ 44,506,000	\$ 39,925,000
Public Lighting Authority Bonds (Series 2014)	\$ 172,595,000	\$ 169,220,000
	\$ 1,868,757,789	\$ 2,049,001,789

The annual General Fund Revenue estimates are from the September 2019 Revenue Consensus Conference. Note that the estimated FY19 annual general fund revenue amount is the unaudited preliminary actual results (subject to change) used at the September conference.

- 4. A calculation on the level of debt millage in FY 2021 if the blight bonds and other UTGO bonds aren't issued. The OCFO indicated the drop would not be from 9 mills to 6 mills.**

Every year, the City Council makes a decision about the operating and debt millage through approval of the tax statement. Each year, this City Council has decided not to lower property taxes so that we can provide adequate police and fire services to our constituents. Similarly, this bond proposal allows the City to continue to provide the same level of monthly demolitions to our residents until we have addressed residential blight. If City Council wanted to lower property taxes, they could eliminate the operating millage and cut \$110 million from police, fire, and our other important services Detroiters need. Similarly, if they want to save the average Detroit homeowner \$16 a year, they could not approval the blight removal bond proposal and the level of demolitions would reduce to those seen in previous administrations.

If the blight bonds are not approved, the City plans to take advantage of the low interest rate environment and issue the remaining capital improvement bonds that were authorized by the City Council last year. We expect to issue the \$120 million in UTGO bonds ("UTGO Series



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2020”) at the same time and with the same structure (tax-exempt, 30 year repayment, etc.) as the proposed blight bonds. According to our estimates, for FY21 the debt millage rate would be reduced to 8 mills.

5. **CM Castaneda Lopez said that interest rates could be better in the future. Of course you have the presentation showing that interest rates are at all time lows. Questions:**
- a) **What does your financial advisor, PRAG, feel is causing the all time lows?**
 - b) **Could the all time lows remain through July 2020? January 2021?**
 - c) **What does PRAG feel could cause interest rates to increase and at what time in the next year or two?**

Global events have driven US Treasuries to multi-year lows. Global unrest, the fact that global growth is struggling, US-China trade tensions and related tariffs have caused the Federal Reserve to cut rates three times within the last year. This is a defensive posture for the Fed and a dramatic reversal from their steady march to raise rates just a year ago. It is thought that the Fed is trying to insulate the American economy against those threats and keep a record expansion humming in the US. Another factor that is causing lower rates in the municipal bond market is the supply and demand imbalance. There is a huge amount of cash in the municipal market but given the elimination of tax-exempt refundings, a relatively low supply of municipal issues exists compared to historic trends. It is hard to know whether the low interest rate environment will continue. The Fed has signaled that it will pause on the consideration of additional cuts, but global economic events are unpredictable. A return to inflationary trends, which could be caused by expansion of US tariffs on imported goods being passed on to consumers, could cause interest rates to rise.

6. **Getting back to the debt ratio/metric questions CM Benson raised. Sounds like he wants to see a spreadsheet showing the numerical change in the ratios from June 30, 2019 to June 30, 2020 with the issuance of the first tranche of the blight bonds and the second tranche of the capital bonds. It would be great if your team/PRAG could prepare such a spreadsheet with the inclusion of PLD bonds, etc. of course, that you used to come up with the 1.85x factor. I think he needs to see that the City would not exceed the 1.85x factor with the new issuances.**

Please see the response to Question #3.

7. **CM McCalister is asking me to show how we get to the 9 mills. I’m sure it’s based on the scheduled debt service payment for FY 2020, but if you have something that’s a little clearer that I could share with him, that would be great.**

You are correct. It is based on the scheduled debt service for FY20 of \$64.5 million. Property tax collections at 9 mills are estimated at \$53.4 million. The amount above that will be covered by anticipated federal Build America Bond (BAB) subsidies, State of Michigan personal property tax reimbursements, interest earnings, and escrow balances.



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Debt Millage - Tax Year 2019

FY2020

Projected Property Tax Collections (9 mills) \$ 53,407,858

Addition Sources of Revenue

Federal Rebates (BABS) 3,061,335

PPT Reimbursement 4,000,000

Interest earnings 790,000

Total Additional Sources \$ 7,851,335

Total FY UTGO Debt Service Revenues \$ 61,259,193

Actual UTGO Debt Service \$ 64,465,816

Revenues vs. Expenses \$ (3,206,623)

Balance with Trustee 06/30/19 \$ 48,578,773

Balance with Trustee 06/30/20 \$ 45,372,150

Required Reserve at FYE \$ (5,235,941)

Remaining \$ 40,136,209